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June 30, 1969

RAILWAY AGE

THE TRANSPORTATION WEEKLY

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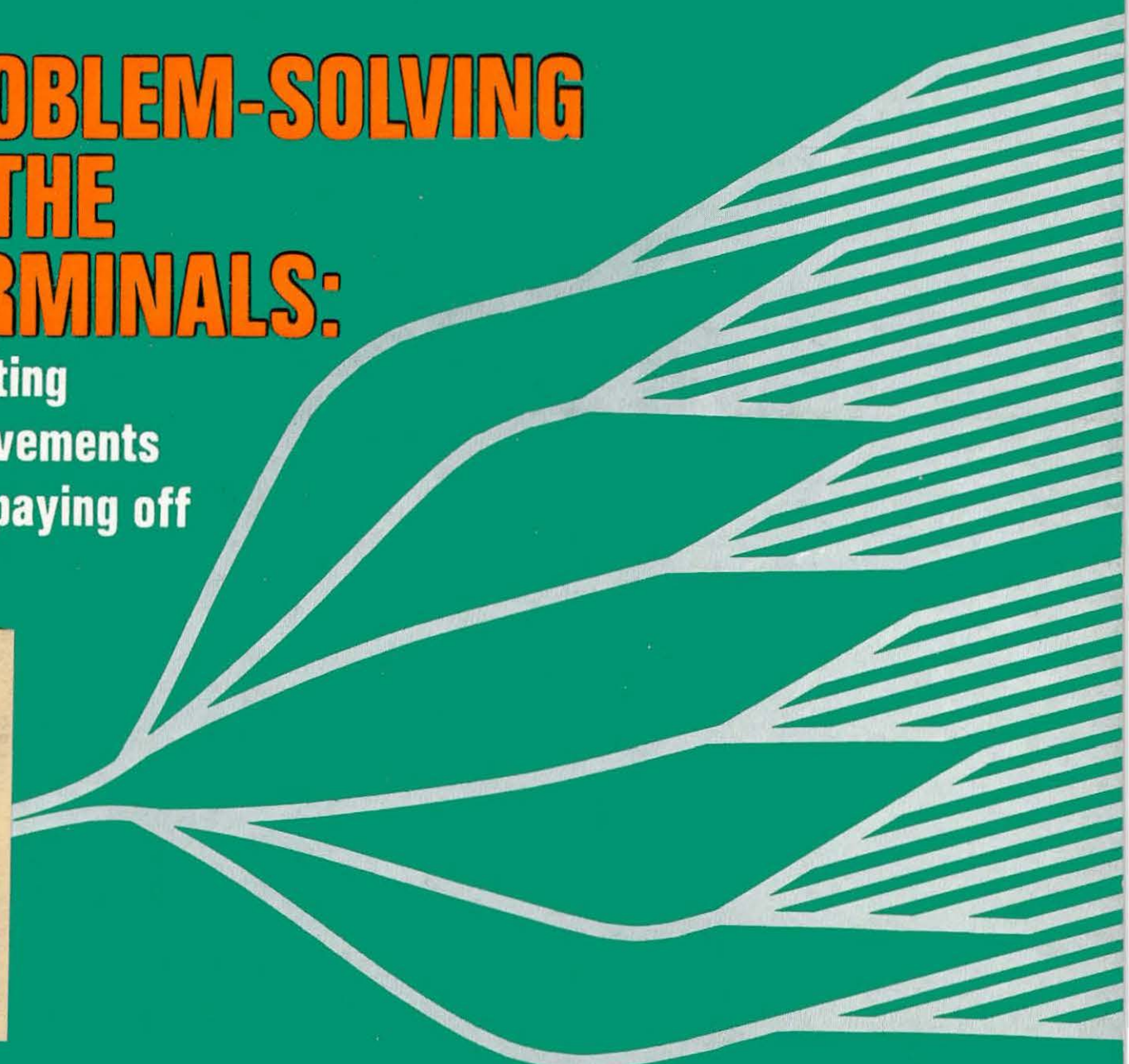

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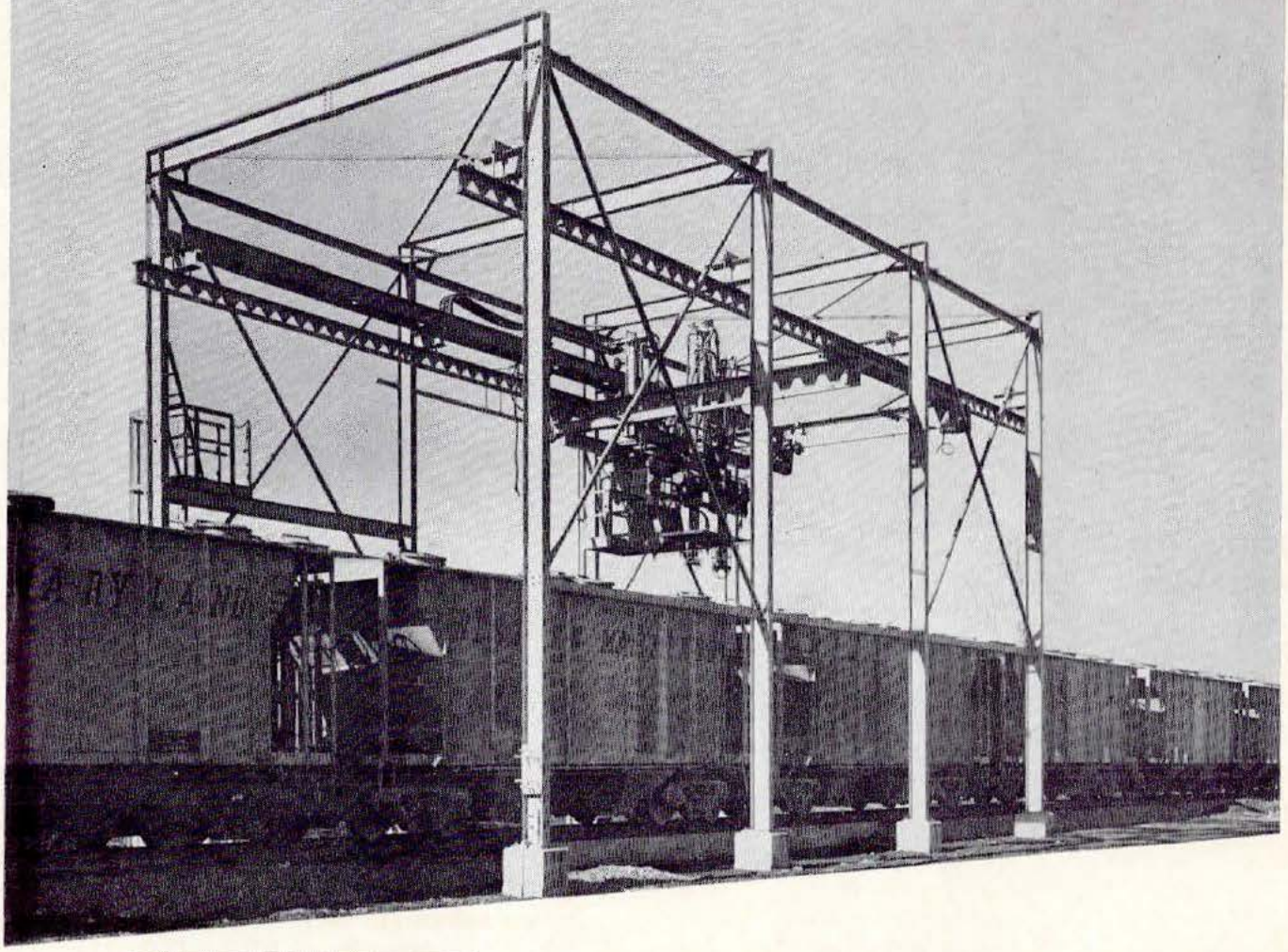

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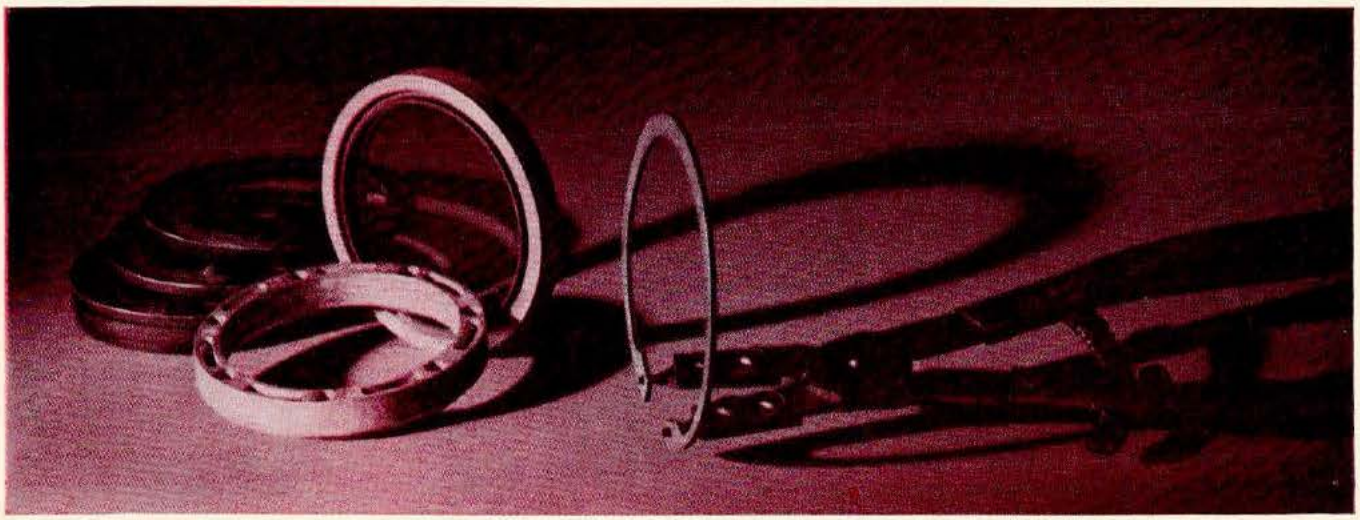

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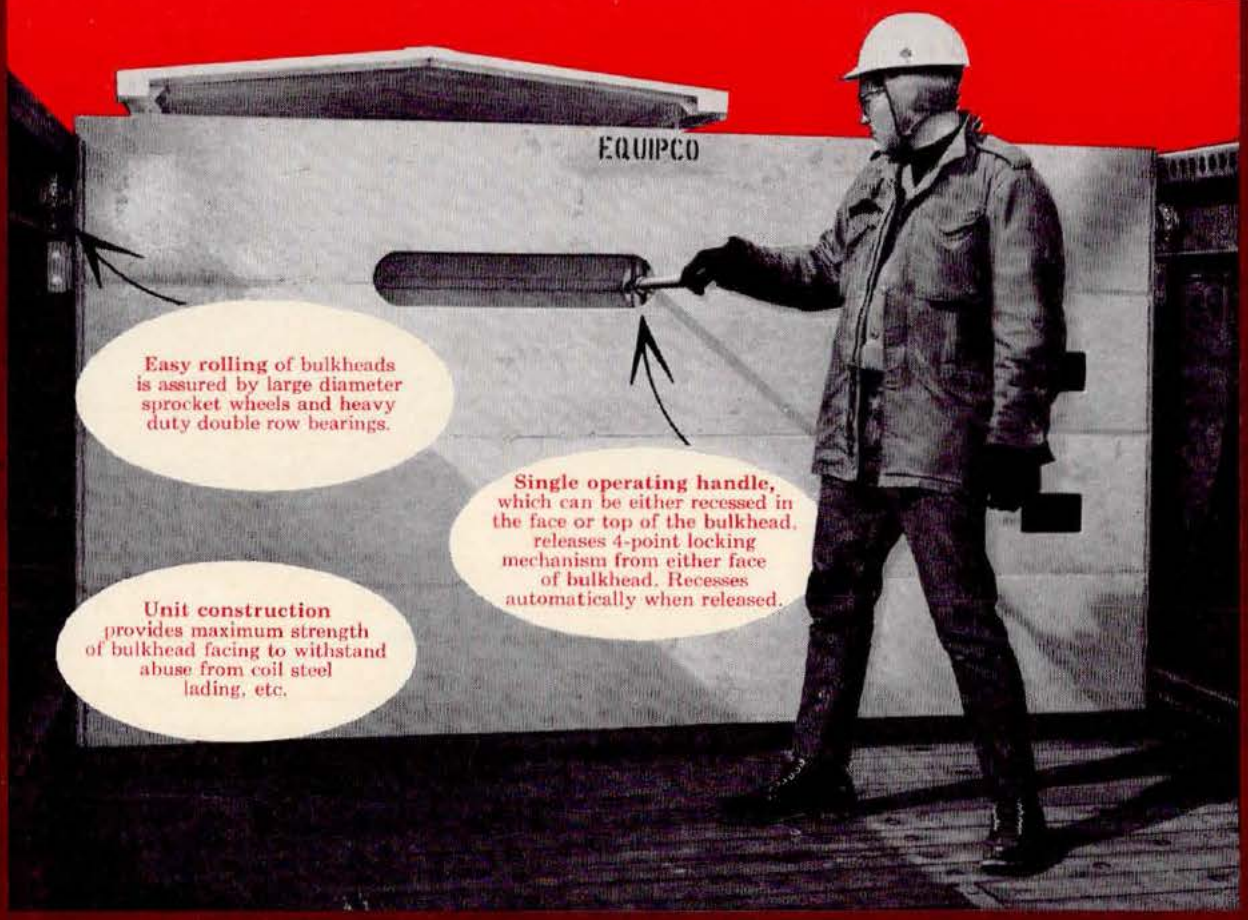
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RAILWAY AGE

June 30, 1969 • Vol. 166, No. 23

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. . . AND COMING NEXT WEEK

What kind of first half **did** railroads have in 1969? What kind of second half **will** railroads have? What's the outlook for traffic, for financial results? What's the outlook in the political arena, and in management-labor affairs? These and other questions get a close look in a Railway Age Special Report, Mid-year '69, in the July 7 issue.

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SHORT AND SIGNIFICANT

Hartke raises basic questions about the ICC

Can ICC act as a policy-maker rather than just as a quasi-judicial agency? When it does act as judge, why does it seem to cater to carrier and shipper economies, and ignore the consumer interest? At two-day hearings last week, Vance Hartke (D.-Ind.), Senate surface transportation subcommittee chairman, got a weak consensus from the commissioners that they cannot set major policy. And the second question went unanswered, despite a lengthy dialog.

Bill for attorney fees moves ahead

The surface transportation subcommittee of the Senate commerce committee has taken a favorable view of a proposal to make carriers liable for attorney fees of shippers' L&D cases. The measure was introduced March 24 by Warren G. Magnuson (D.-Wash.), Committee chairman. It was recently reported out by the subcommittee, and now awaits consideration by the full Committee. Similar proposals reached the Senate floor in the two prior Congresses, but were not voted on.

ICC orders new hearings on UP train-off bid

Once again, the ICC will take testimony on Union Pacific's bid to drop a pair of trains that hardly anybody rides. A year ago, UP tried to discontinue Nos. 5 and 6, Omaha-Los Angeles coach locals, after mail was removed from the trains. The Commission ordered continued operation. Now, the case is up again and more hearings are planned. Says UP President Edd H. Bailey: "It's unfortunate that we must again go to the time and expense of explaining that the operation of these trains is costing us $2 million each year. . . . Salaries of the train crews alone have cost $500,000 more than all revenues the trains took in."

ACF's car backlog is up from a year ago

The backlog of orders on the books of ACF Industries' three carbuilding plants is up substantially from a year ago, according to John F. Burditt, chairman. The orders, he added, are sufficient to keep the plants busy well into calendar 1970. The company's consolidated net earnings for the fiscal year ended April 30 were $21,187,000, or $3.75 per common share, compared with fiscal 1968 earnings of $21,643,000, or $3.80 per share.

Railway R&D: Federal aid is needed

There is need for Federal aid in research and development for the rail mode, Penn Central President A. E. Perlman told the annual meeting of American Society for Testing and Materials as he received ASTM's 1969 Award for Executives. "Railroads, individually or collectively, are not able to sponsor research programs that will bridge the alarming gap that exists in our industry compared to Federal financed programs for all other competitive forms of transportation," he warned. "With space-age technology accelerating change in machines, methods and materials at an ever increasing tempo, we must make research and forward planning our basic tools for survival." L. S. Crane, Southern's vice president—engineering and research, was elected ASTM president for 1969-1970.

SCL-P&N merger to become effective July 1

Merging of the 150-mile Piedmont & Northern into the Seaboard Coast Line is planned for consummation on July 1, according to SCL President W. Thomas Rice and P&N President Franklin Way. Plans for merging the two companies were announced on Oct. 19, 1967, and the consolidation was approved by the ICC on May 13, 1968.

New York Transit gets new labor officer

Wilbur B. McLaren has been appointed executive officer for labor relations and personnel of the New York City Transit Authority. McLaren will be responsible for the conduct of labor relations with the unions and organizations that represent employees of the Authority.

MONDAY MORNING REPORT

THE SERVICE PROBLEM: WHERE IS IT?

Early in World War II, with Great Britain under attack, Winston Churchill vowed to fight on the beaches, fight in the streets, fight wherever fighting became necessary. It's rumored that the prime minister, in a muttered aside, also said Britons would knock 'em over the head with empty beer bottles, if necessary, but that remark isn't included in the usual collections of Churchillian quotes. Railroad men, with their own variety of attack to repel now, say much the same kind of thing: Fight on the main line, fight in the yards, fight wherever. And the muttered aside: Top management has to know that "we're in one hell of a shape in the terminals."

SPEED: IT GETS ATTENTION, BUT IT DOESN'T MEAN MUCH

In a speed-conscious world, point-to-point speed is too often the headline-making thing. If a railroad reduces speed limits or if a schedule is lengthened, the impression is too often created that somethng's terribly wrong—and that performance is bound to suffer accordingly. Few things could be farther from the truth. Speed "limits," as such, mean very little. Fast runs are made by getting upgrade fast, not by running flat-out on level track. And point-to-point schedule speed is almost meaningless, considered alone. It's "useful" speed that counts—and that means scheduling which takes into account the time-element requirements of both shipper and receiver.

TERMINAL UPGRADING IS PRODUCING RESULTS . . .

Terminals are where the time is lost. Terminals are where a new upgrading effort has to take place—and is taking place. Figures can't tell the whole story, computers notwithstanding. But figures can give an indication of what's happening, and the indication is somewhat heartening. For instance: Freight-train speeds have increased hardly at all in the 1960s. As the decade began, average train speed was 19.5 mph. Last year, it was 20.4 mph. Average train length in 1960 was 69.6 cars. Last year, it was 70.1 cars (which should also add a bit of insight into union charges that railroads are only interested in stretching train lengths to the maximum). But during this same 1960-68 period, car-miles-per-serviceable-car-day jumped from 45.7 to almost 54.

BUT THIS IS A BATTLE THAT'S ONLY BEGINNING

Rather obviously, some progress is being made in the yards. Rather obviously, however, a lot more progress will have to be made if railroads are to get rid of their "hurry-up-and-wait" problem. This is going to cost money, and it may require application of more complex measurement and simulation techniques than those known today.

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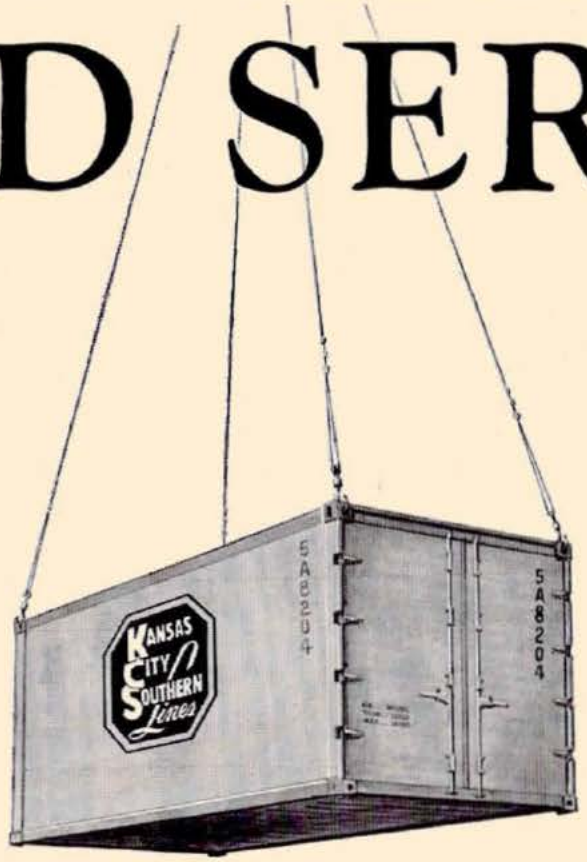

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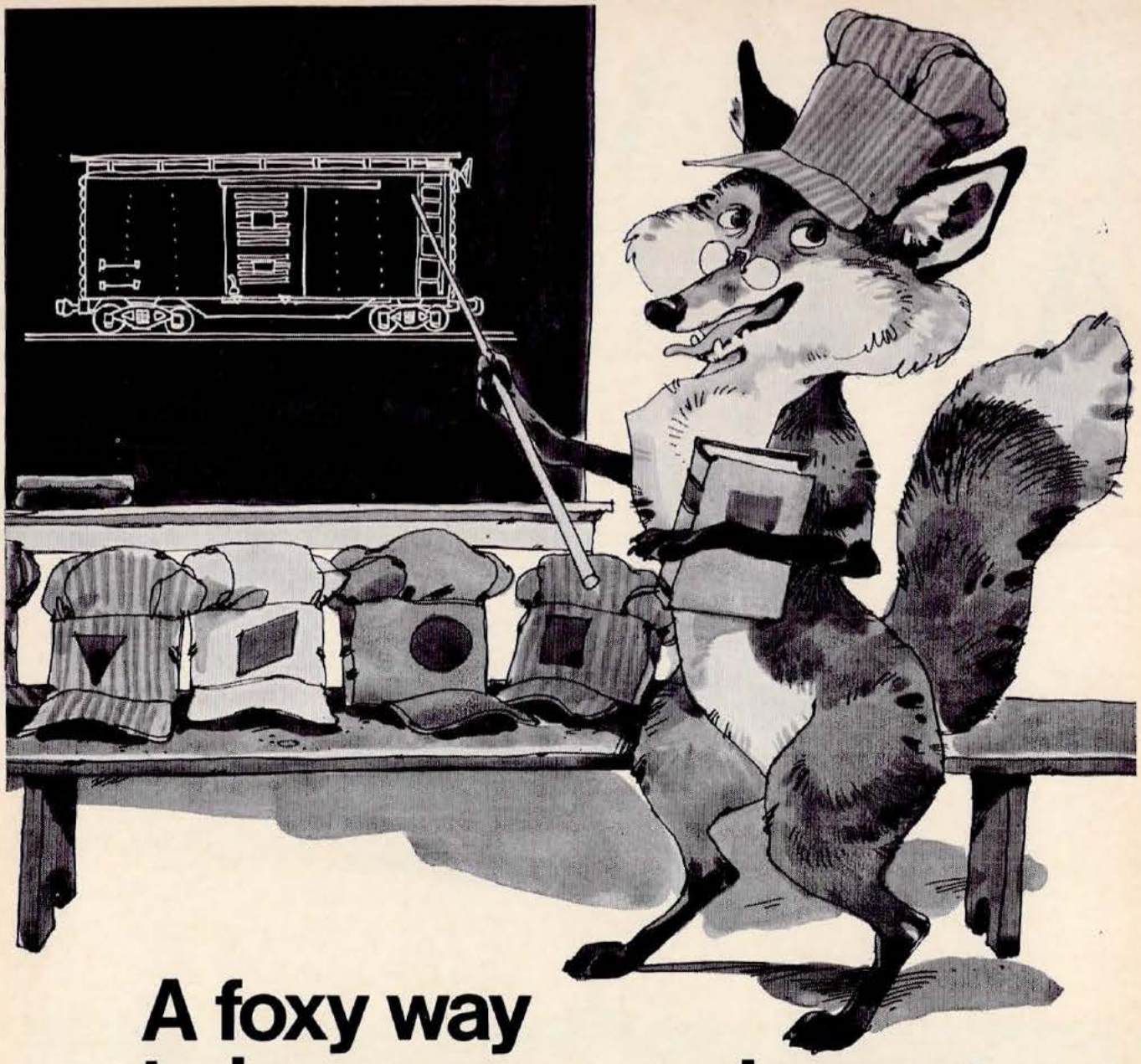

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RAILWAY AGE
THE TRANSPORTATION WEEKLY
June 30, 1969

WEEK AT A GLANCE

Mini-Train lives: IC and Swift are trying a test

Railroad marketing men—some of them—are convinced that there's a future for mini-trains. And so Illinois Central and Swift are trying the concept out, in what's billed as a two-week experiment. Mini-Train is what the name implies—short train, short haul. In the IC-Swift test, the trains—locomotive, five covered hopper cars and a caboose—will be hauling soybeans from country elevators to Swift's processing plant at Champaign, Ill. Swift will be charged a flat $400 per day, plus $3.50 per train-mile. And the two-week test is designed as an attempt to evaluate the mini concept by both the railroad and the shipper.

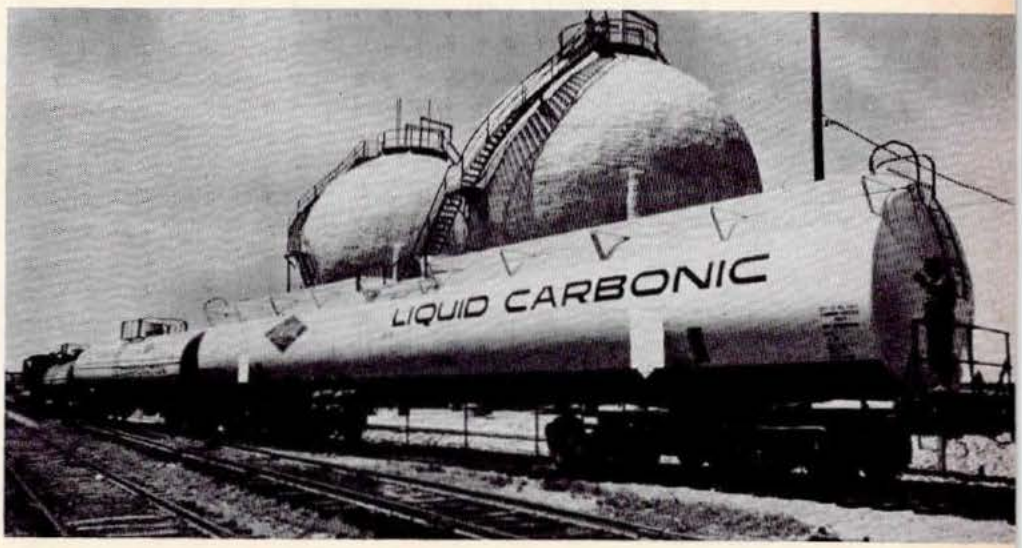
In its original form, mini-train would have involved experimentation not only by railroad and customer but also by operating brotherhoods—on matters of crew size and specific crew jurisdiction. It's understood that negotiations were under way on manning requirements right up to the June 23 start of the tests—but no test-basis agreement was reached. As a result, IC is using "standard" crews. And in at least one case, this involves payment for 32 man-days for a mini-train movement between Champaign and the Rantoul, Ill., area. Mini-train runs, it might be noted, range from about 70 to under 20 miles, one way.

House showdown on 7% repeal gets short delay

The 7% investment tax credit got an unexpected stay of execution last week. The showdown on the House floor over extension of the surtax—and repeal of the credit—failed to materialize. The Administration bill was voted out of the Rules Committee on schedule. But John W. McCormack (D.-Mass.), House Speaker, put off the vote because of the illness of Wilbur D. Mills (D.-Ark.), Ways and Means chairman, whose committee handled the measure. Mills normally manages tax bills on the House floor, and apparently McCormack thought the chairman would be needed to get the bill through what was expected to be a tough fight. However, the 7% breathing space was short. The House reversed itself and scheduled a vote for June 30.

38 million cans of carbonation—on span bolsters

It's called the world's largest tank car for movement of liquid carbon dioxide. Its capacity is 37,200 gallons. The CO_2 it carries, so it's said, would provide the bubbles for approximately 38 million 12-ounce cans of soda pop. It's one of a fleet of tank cars built by General American for long-term lease to Liquid Carbonic Corp. Designed and built at the GATX plant at Sharon, Pa., the tanker is equipped with four 100-ton trucks, paired under cast-steel span bolsters. Carbon dioxide is carried at or near zero degrees Fahrenheit, in a tank built of inch-thick steel plate with a six-inch continuous blanket of foamed-in-place polyurethane. Length of the car is slightly more than 84 feet over strikers.



AS THE PUBLISHER SEES IT:

Management-labor unity is a must

ROBERT G. LEWIS

The title of the column is different for this week. So is the photo at the top, and the byline. But the continuing theme is not much different. It involves unity —unity among railroads and, pointedly, unity of a kind that can be achieved only by management and labor working together. This theme was dominant at the '69 annual meeting of the Railroad Public Relations Association. It came through from a stellar cast of speakers—a cast which made RPRA's 17th annual get-together a shoo-in for a best-ever rating.

First, there were implications that Washington had more than once proffered help to railroads, but that a lack of unanimity had made it unclear what help the industry really wants.

Owen Clarke, vice president-labor relations and personnel of C&O/B&O, one of three former ICC commissioners on the RPRA program, put it this way: "Government and labor are deeply involved; this is one industry which will stand or fall on the degree of its unity." To the public and to the government, it's just "the railroads," he said—not *a* railroad, and not railroad management, and not railroad labor. Clarke advocates a united program with a limited number of objectives, simply stated, and related to the public interest. Former Commissioner Robert W. Minor, senior vice president of Penn Central, put the same theme this way: "Railroads are not and never have been a unified industry; they unite only defensively, and thus present a negative image to Congress. As an industry, railroads lack political muscle. They were not united in response to successive presidents who indicated they would back the industry—T r u m a n, Eisenhower, Kennedy and Johnson."

ICC Commissioner Dale Hardin pointed out that the Federal Railroad Administration was the first government agency with responsibility to promote the railroads (which reminded me how many times the late Jim Lyne editorialized on this need). Hardin said he hopes the railroads will respond, and not shun close alliance with a government agency for fear of more control. A "go-it-alone" course, he said, could lead to less than the best railroad service to the public.

Certainly, railroads have not been united in their attitude toward the passenger side of the business—and, of course, the problem is not the same on all railroads. But the recent plea for subsidy for "must-run" trains was a fresh, united approach in this area. It is the passenger train which especially plagues the railroad p.r. fraternity, away out of proportion, and this subject also took a substantial amount of time at the RPRA three-day meeting.

James J. Reynolds, president of the American Institute of Merchant Shipping, a former Undersecretary of Labor, and a respected mediator in railway labor cases, unfortunately requested that his remarks be off the record. But I don't think he would consider it any breach of faith if we reported that he considers *trust* the prime ingredient in successful labor relations—or that he considers railroads to be blessed with brotherhood officers who are "honorable, decent gentlemen." Since railroad officers are, I am convinced, similarly endowed. It looks to me as if we have, now, a prime ingredient for successful labor relations right at hand.

As the publisher sees it, RPRA had just about the most provocative and meaningful session of any railroad association ever.

Urban transport financing change needed: Boyd

Alan S. Boyd has seen the urban transportation problem outside and in—as the first Secretary of Transportation and now as president of Illinois Central. He can quote Aristotle and Chicago Mayor Richard J. Daley with equal facility, on what cities are and ought to be. And he has ideas on how transportation can and must be fitted into urban life.

Boyd is convinced, for instance, that modal lines must be erased in transport planning for tomorrow: "We need to realize that transportation modes are interdependent. We need to bury 'pro-railroad' or 'pro-transit' or 'pro-highway' attitudes. More people need to move than can be supplied with the means to do so. Certainly, men of sensibility in all modes would recoil in horror at the idea of being solely responsible for the metropolitan transportation required by the super-cities we will have to build. It is increasingly ridiculous to take stands along modal lines when we discuss the future of city transport needs. It seems to me that when we talk about a comprehensive transportation system, we're talking about a cooperative effort, an effort that encompasses all the people who build and operate the system's parts, the people who use the system and the people and interests that benefit from it."

With that cooperative effort in mind, IC's president raises the question of financing improvements: "Ideally, transportation should be paid for by the user. However, the tremendous costs of construction and operations seem to make this unrealistic, if we are to have a comprehensive metropolitan transportation system. I feel we should look for the funds to be provided by all beneficiaries—including users and others as well. We should be able to measure the economic benefits of such a system to landlords, tenants and entrepreneurs of commercial enterprises along routes served by the system. We should be able to measure benefits to the city, too, of reductions in other city services . . . that become unnecessary when metropolitan transportation is comprehensive."

Benefits, Boyd notes, go beyond the economic: "Political, social and economic interests not ordinarily weighed in the past will become a part of decision-making. Total benefits to the city should, in my view, handily exceed total costs of comprehensive metropolitan transportation."

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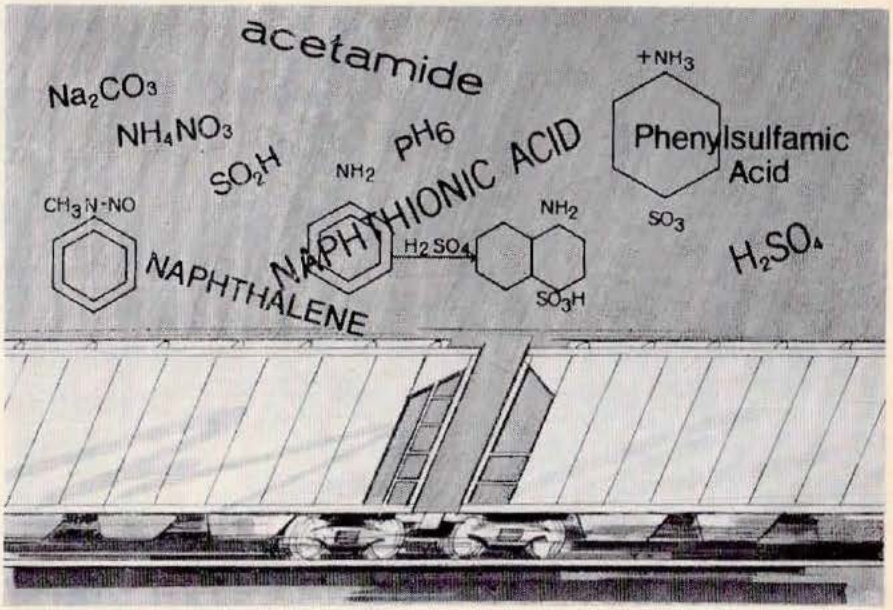

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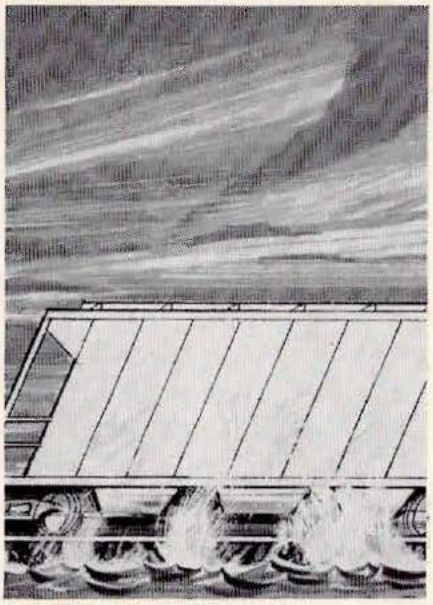
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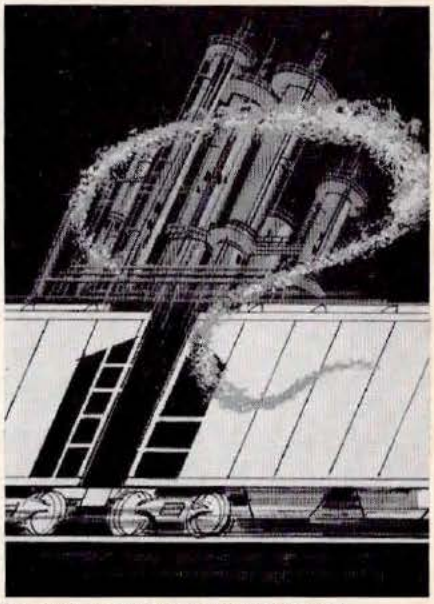
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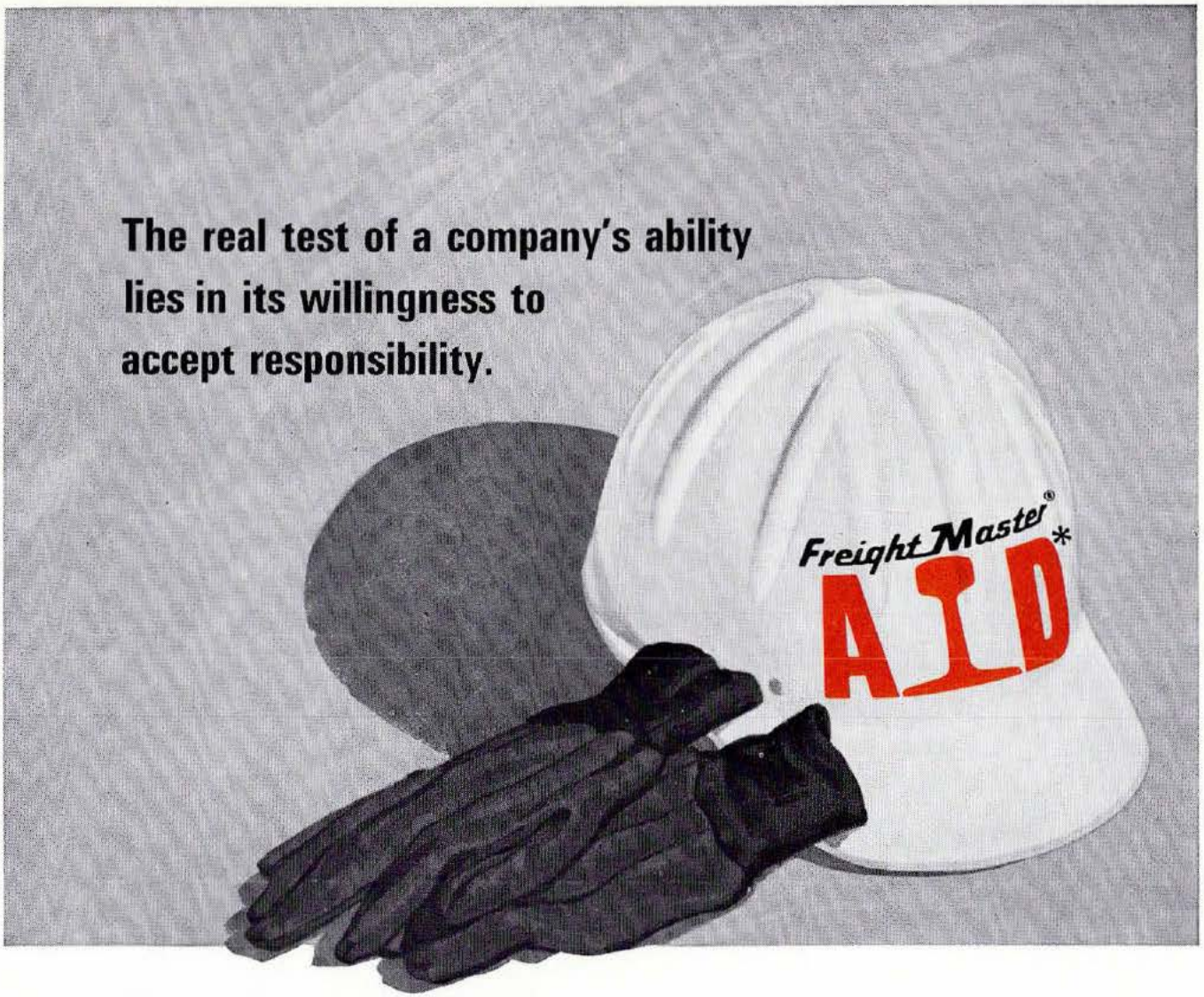

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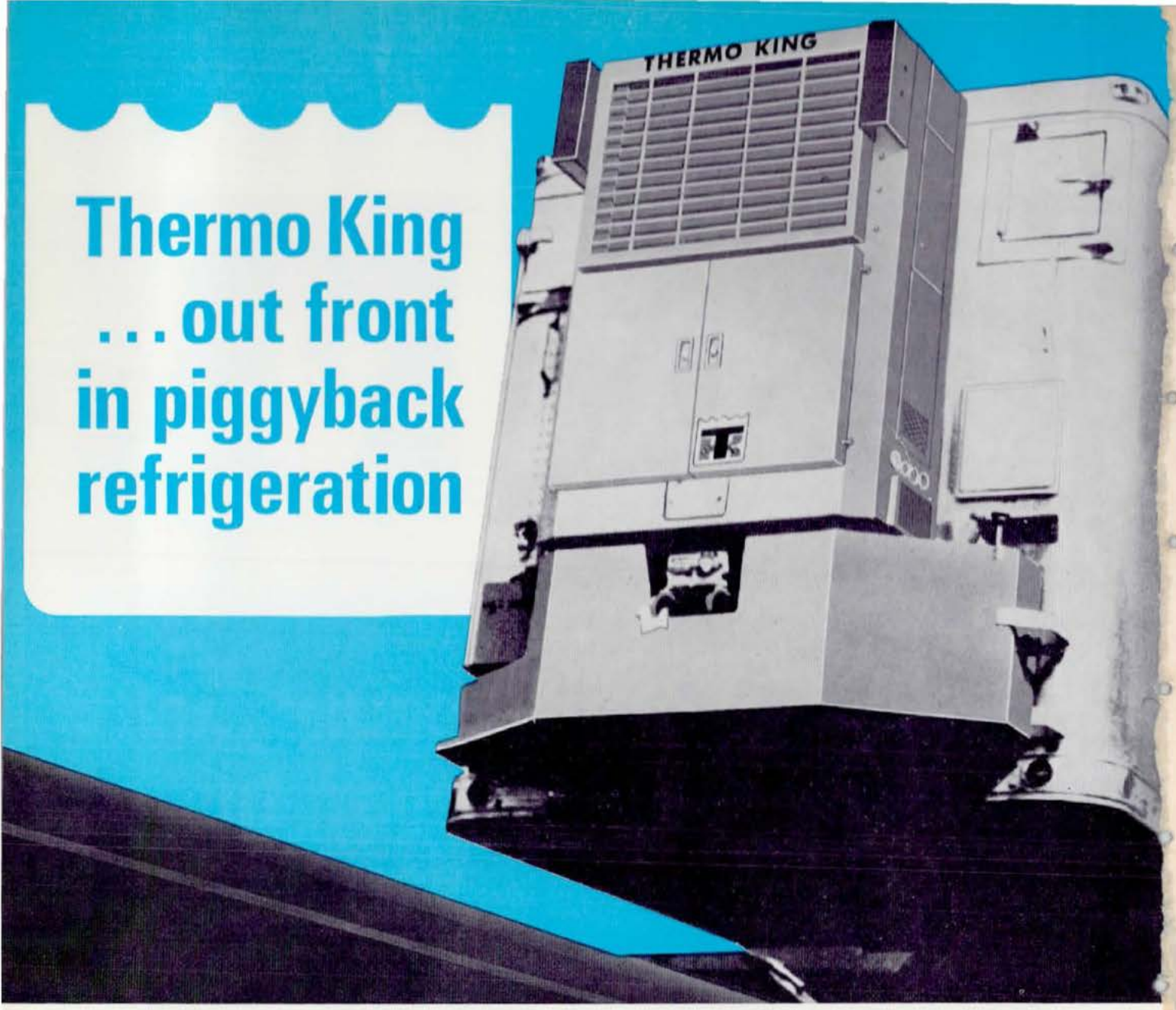

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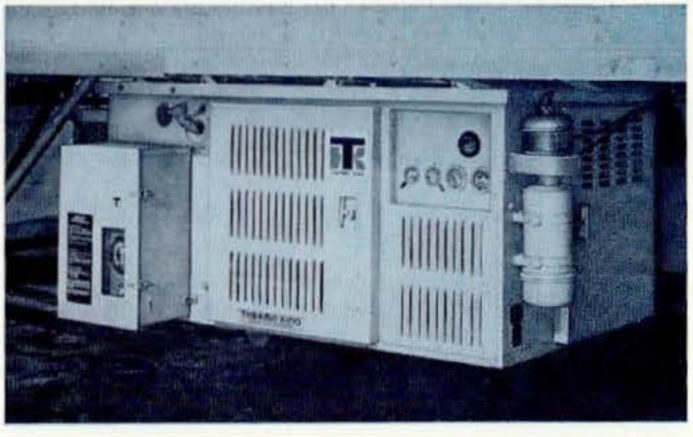

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PROBLEM-SOLVING IN THE TERMINALS

Easing terminal congestion is a complicated job, but there are signs that progress is being made.

The whole perplexing problem of railroad terminal congestion could be summed up in two sentences: Cars don't move through terminals fast enough. And there are just too many terminals.

Summing-up the problem and doing something about it, however, are two different things. Solutions are complicated by the very fact that a dozen or more elements can contribute to improvement but none can do the job by itself. Solutions are also complicated by tradition and by contract—by the fact that change can seldom be made on a unilateral basis, without negotiations with connecting lines and/or the brotherhoods.

• **The ways and means.** Analysts of terminal problems have a picture of what ought to be done. Improvement in the situation, they say, would come in significant fashion if railroads could:

—Develop new control and operational systems and procedures for overlay on existing plant.

—Adopt new train-operating concepts, in particular the short-fast-train concept.

—Work out more run-through agreements, involving power- and caboose-pooling.

—Work together to develop pre-blocking of trains to a higher degree of effectiveness.

—Develop new yard designs which would fully utilize the potential in automation of operations.

—Develop zoned/scheduled local switching service.

—Use the capabilities of the computer more fully in control and operation.

—Provide better-engineered one-spot car-repair facilities, properly located in relation to the classification yard itself.

—Provide better-engineered locomotive-servicing facilities.

—Upgrade lighting installations for dusk-to-dawn operations.

—Step up the use of electronic weigh-in-motion scales, integral with the hump or with a strategically-located switching lead.

—Develop better training programs for terminal supervision, especially in the area of computer capabilities in relation to operations.

During the mid- and late 1960s, some of the best brains in the industry have applied their talents to the terminals—and their experience has been that improvement comes only with agonizing slowness. Months, even years, can pass between the development of a proposal and its implementation—and delay seems to increase in geometrical progression with each additional carrier (or union) that must become involved.

• **Merger and money.** Mergers have added their own peculiar complexities to terminal problems: Property consolidations which, at first glance, should have simplified operations have had exactly the opposite effect—at least on a short-term basis. And there is always the capital problem—the problem of finding the dollars and battling for the priorities.

Spot-checks around the country, however, point strongly to a new kind of progress being made toward easing terminal congestion and thus producing point-to-point service improvement. Some of the techniques covered:

—Increased inter-road cooperation in pre-blocking.

—Changes in routing patterns to get fuller use out of under-utilized facilities and take some of the load off yards at the saturation point.

—Development of new methods to check operations, set standards and determine needed facility improvements.

PROBLEM SOLVING IN THE TERMINALS

"We're making changes to

Most railroads are involved in programs designed to improve terminal procedures; here's a progress report on some of them.

As was so aptly demonstrated in a nationally-televised track meet held earlier this month, the secret to success in running a relay race is not always in the running itself. Viewers were able to see all too clearly in the stop-action, instant-replay of the event how a fumbled baton exchange between the third runner and a team's anchor man quickly transformed a contender into an also-ran.

The secret to success in running a railroad is not always in the running, the over-the-road operation, either. Rail terminal operations can be the key factor in determining whether a shipper will look upon his transportation service as a winner or a loser.

Rail managements have never been more keenly aware of the terminal's vital role in the over-all scheme of operations than they are today. This awareness is leading to the development of a host of new or improved car-handling procedures which can't help but benefit the shipper. Perhaps as much as the shipper, the railroad industry itself stands to gain from the increasing number of new terminal operation procedures being introduced.

● **Everybody's doing it.** There's hardly a railroad in the country today that isn't in the midst of some kind of program aimed at improving terminal procedures. Studies are being made, plans are being drawn up, plans are being implemented. The pace is quickening. A case in point is Penn Central, which has just inaugurated new terminal procedures for freight shipments handled through the Chicago gateway. Besides lopping off up to 24 hours from the transit time of some eastbound cars, these procedural changes have enabled PC to reschedule nine eastbound trains for departures at more advantageous times.

An excellently-conceived map-diagram which PC developed to show shippers how freight trains move over the road on a typical workday serves as mute evidence of how rapidly operations are changing today. "That map-diagram was obsolete almost before the ink was dry," reports Robert E. Sullivan, PC's general superintendent of transportation-Western Region. He, like other PC officers, is delighted that things are going that way. When freight service is being reshaped that fast and that often, one officer asserts, then "we're busy changing traffic patterns to meet shippers' needs, and we're serving them better."

Terminals in other important rail gateways across the nation are under close scrutiny by the roads using them as the battle to save time and serve shippers better continues. Happily, none of the roads seems content with its accomplishments so far, although some of the achievements in expediting traffic through terminals are outstanding. In New Orleans, for instance, Louisville & Nashville, Southern Pacific, Missouri Pacific and Texas & Pacific have coordinated terminal procedures to add a substantial amount of hustle to freight service. Yet, while shippers in the Central South, Gulf Coast and the Southwest are getting much improved rail transportation service, the cooperating roads are searching for ways to do an even better job.

● **A story with a message.** In the St. Louis gateway, the story has the same headline: Cooperating Roads Improve Terminal Procedures; Shippers Benefit. In the Gateway Arch city, for example, L&N has improved its service by working out better interchange arrangements with Alton & Southern. With the same goal in mind, the road has worked similar improvements in terminals in Cincinnati; Evansville, Ind.; Memphis and Atlanta.

In addition to its cooperative efforts with other roads in New Orleans, MoPac has made important contributions toward time-saving terminal improvements in St. Louis. Procedures developed years ago to cut terminal delays have been refined and re-refined. Today, MoPac, PC and Baltimore & Ohio can show how they've reduced the average time to get freight through the St. Louis Terminal from a day-and-a-half to just a handful of hours.

The method used by PC to cut terminal-handling delays in Chicago involved the concentrating of much eastbound interchange traffic in one yard, rather than having cars scattered about in several yards. The yard chosen for this concentration of traffic is Indiana Harbor Belt's Blue Island facility. IHB, one of the nation's busiest terminal railroads, is jointly owned by PC and the Milwaukee Road. The Blue Island yard is a 42-track, semi-automatic facility with capacity for about 5,000 cars. Since last month's inauguration of the new terminal procedures by PC, the yard has been classifying shipments for prompt dispatch to major points in Michigan, Indiana, Ohio, New York, New England, Pennsylvania, New Jersey, Delaware, Maryland and the District of Columbia.

Here, for example, is what's being done at Blue Island for PC train CB-2, which used to depart Chicago unclassified for Elkhart, Ind., where it would be classified and then dispatched for Buffalo.

Six blocks of cars are established at Blue Island for the following destinations—Rockport, Bedford, Collinwood, Fairlane and Toledo, in Ohio, and Buf-

OUT OF DATE FAST

Operating improvements made this chart of some of Penn Central's west-end train movements obsolete almost as soon as the printer delivered it.

meet the shippers' needs"

falo. The pre-blocked train departs Blue Island at 3 p.m. and, upon arriving at Elkhart picks up awaiting Buffalo blocks already assembled there. A minimal time of 40 minutes is required for CB-2 at Elkhart before departure for Buffalo. Formerly, with a non-classified train, there might be a delay of five to six hours for classification and equal delay for dispatching at the Elkhart facility.

● **Cutting delays.** Another formerly unclassified train, CD-4, which departed Blue Island at 6 a.m. destined for Elkhart and then Detroit, is getting treatment similar to that of CB-2, the Buffalo train. It is now pre-blocked at Blue Island for six destinations in Michigan and then picks up other pre-blocked cars for Detroit and Grand Rapids at Elkhart. Here again, the time at Elkhart is only about 40 minutes on the average.

Under the new terminal procedure, here is what could happen to a shipper's car arriving in Chicago on Chicago & North Western and bound for Buffalo via Penn Central:

At 2:20 a.m., the car is among 37 in a cut placed by C&NW on the IHB delivery track just east of C&NW's Proviso Yard, which is in a western suburb of Chicago. Later, IHB picks up the string of cars and delivers them to Blue Island Yard, in a southwest suburb, at 7:04 a.m. The car and its 36 companions are humped starting at 9:37 a.m., and it is on its way in train CB-2 at 3 p.m., destined for Buffalo via Elkhart. Under the set-up used prior to installation of the new procedure, the car would have been delivered to PC's 59th Street Yard, and moved out of Chicago on an unclassified train, CE-6, at 10 p.m. It would have arrived in Elkhart the following morning, to be blocked for insertion in a train headed for Buffalo.

Excellent time savings are also being recorded on westbound traffic under the new procedure. With IHB delivering this traffic to key points on C&NW and the Milwaukee Road, about 12 hours are being saved.

Railroad observers and shippers might ask: Why wasn't this done sooner? As PC officers quickly point out, it wasn't because they didn't want to. They can show a plan, dated 1965, which maps out in considerable detail how such an improved terminal procedure could be developed—after the merger of Pennsylvania and New York Central.

Merger was the key to the project. Once it was accomplished in early 1968, local PC officers then began the tedious procedure of sitting down with their own people and with other roads in the terminal area to work out the details. PC's Sullivan, who worked patiently with all concerned in getting the new terminal procedure on solid ground, sums up the causes for the lengthly delay with this comment: "Even if a change is going to help everybody, there will be those who will just naturally resist it."

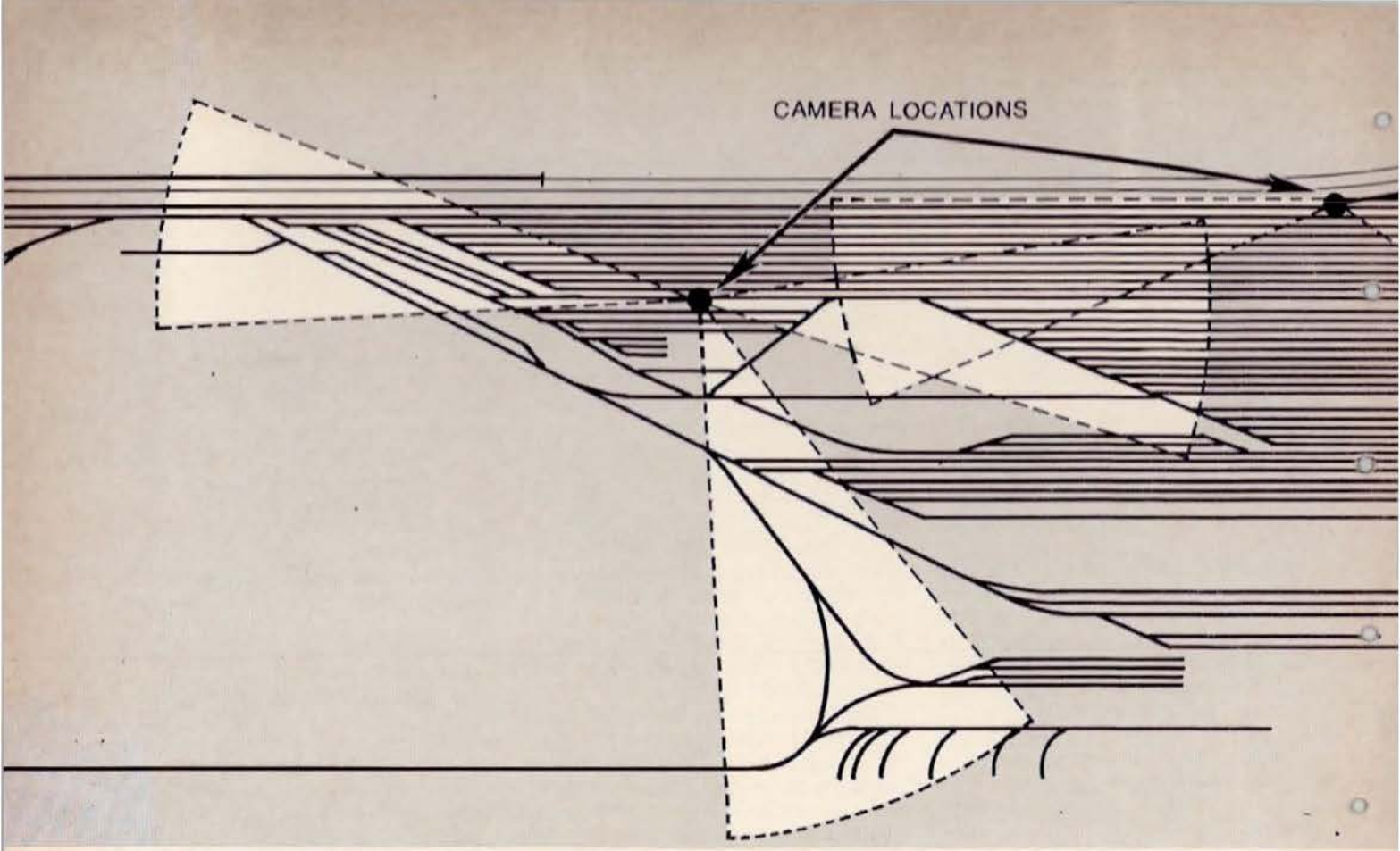
● **Way paved for new services.** Greater utilization of the Blue Island facilities has helped to unsnarl a pair of important PC yards in the Western Region. Both the 59th Street (Chicago) and the Elkhart Yards are able to work more efficiently.

Meanwhile, at the 59th Street Yard, the freeing up of track space has enabled the road to inauguarate a new high-speed service between Chicago and Louisville. Started on June 16, this new service will save between 12 and 24 hours on service between the two cities, according to Kenneth E. Smith, vice president and general manager-Western Region. Smith, who sees the development of the new terminal procedures in Chicago as one of the most important improvements to evolve out of the merger so far, predicts that many more new ideas for improving service to shippers will be developed in the near future. PC officers have completed arrangements with Illinois Central regarding the broadening of the terminal program. Rock Island and other roads in Chicago are also being approached.

Pre-blocking for connections, a development of relatively recent vintage, must be rated as one of the biggest time-savers for shippers' cars.

● **Continuing refinement.** There are various degrees of pre-blocking, with some plans a little more sophisticated than others. MoPac, which calls its pre-blocking method, "family-style switching," has developed this time-saver into a science. Several years ago, a pact concerning pre-blocking was drawn up by MoPac, PC and B&O. Under this original agreement, MoPac established blocks of cars for its partners in the plan at Kansas City and Little Rock, Ark. Conversely, the other

(Continued on page 68)



CAMERA PLACEMENT in Denver & Rio Grande Western's Roper Yard provided an over-all view of operations. Object was to learn

PROBLEM SOLVING IN THE TERMINALS

How cameras improve yard

The Rio Grande has been using time-lapse photography to get a total picture of yard operation. The goal: Better train performance. And the results indicate that the technique works.

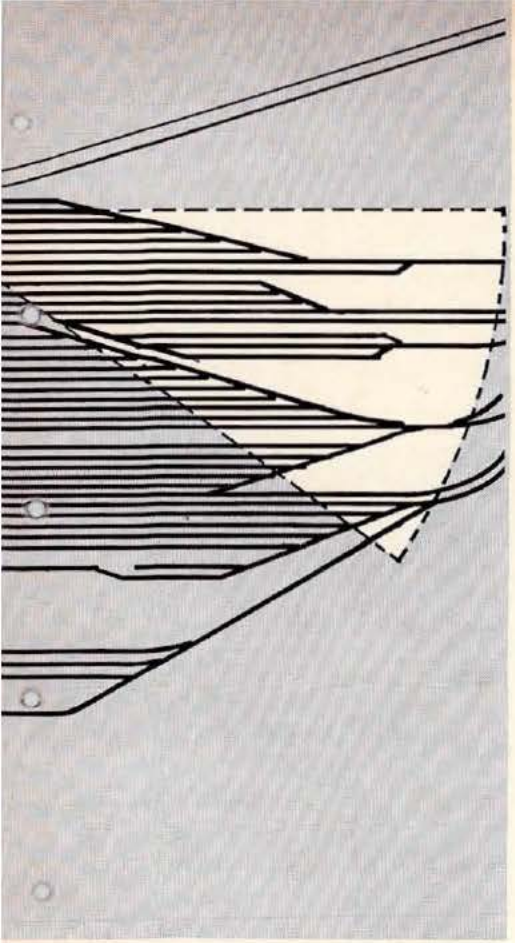
Call it the "impersonal documentary." It's the technique of time-lapse photography—and it's proved to be a valuable tool in (1) measuring terminal performance, and (2) guiding planners toward facility or operational changes which will improve performance.

Studies of this type are usually made to the click of a stopwatch—and the results are often questionable, for various reasons. Rio Grande took the film approach—and the results, thus far, look good.

● **A "true and impersonal picture."** J. B. Norwood, Jr., D&RGW's director of service planning and quality control, puts it this way: Time-lapse photography "can produce a permanent picture of what occurs in a yard—to replace the sometimes less than satisfactory time studies made by a man carrying a watch in his hand while he rides a switch engine. At best, that combination—the man, the watch, the pencil, the notepad—has never produced wholehearted cooperation from the crews. But cameras, taking movies at uniform intervals around the clock for several days, can eliminate any human resistance factor. You get a true and impersonal picture."

Rio Grande put cameras to work first at its busy Roper Yard at Salt Lake City. Films were analyzed, simulation studies were run. And D&RGW came up with proposals. One, already implemented, involved a rearranging of the lead at the north end of the yard and construction of six additional tandem tracks. A second, in the action stage now, involves installation of 12 remote-controlled switches at the south end of the yard. When work is completed, Rio Grande says, "the time-lapse camera study will be repeated, to get a positive check on results. These will then determine future standards for yard construction and/or rearrangement."

● **Why cameras?** Rio Grande went to the camera-study method for a number of reasons. First, there was the desire to eliminate any bias factor. Perhaps most important, there was the desire to do a complete job—and to do it without tying up a vast staff. K. W. Bradley, now assistant chief engineer-planning, recalls that "in the past, many studies had been made on switch engine movements and paper-document flow



how train handling could be improved.

layout

and so forth. But while these may have solved an immediate problem, they were never integrated to give a total picture of yard operation." As for the manpower factor, Bradley points out that the requirements can be substantial—"at least two men for each engine. And unless these men have some training in time-study techniques, the information they develop may be of questionable value."

Roper Yard's layout presented certain problems at the outset. It's an 8,500-foot-long flat yard, with three major leads at the south end, one at the center and two at the north end. Yard-study teams wanted a detailed look at all of these leads; they also wanted to observe any congestion that developed in the yard or on its approaches. Still photos were taken from various angles from each of nine floodlight towers, and the analysts then determined that they could get the needed coverage with five cameras, three mounted on one tower and two on another.

● **One-week of filming.** The initial study lasted a week—with a time interval of six seconds between pictures for the first 24 hours so that details of various moves could be determined; and a time interval of 30 seconds between photos for the following six days, to show cycles of train arrivals and departures, lead congestion and so forth.

Rio Grande used 16mm Bell and Howell cameras, equipped with 15mm or 25mm lenses and 400-foot film magazines. Cameras were powered by electric motors which were controlled by a timing mechanism. For all but about two and a half hours of any 24-hour period, the equipment clicked away automatically. Manual control was required for about 90 minutes at sunset for adjustment of lens opening and switchover to time-exposure setting for night operation. The reverse of that operation took about an hour at dawn.

At the end of the week, Rio Grande had the adequate film record it wanted, in compressed form. The complete six-day, 30-second-interval film, for instance, could be viewed straight through in 18 minutes—but yard analysts spent many hours on virtually a frame-by-frame study before any conclusions were reached.

For detailed analyses, film was projected into a desk-mounted box fitted with a mirror and rear-projected screen—actually a piece of plastic drafting sheet on which a grid was drawn to aid in track and facility identifications.

● **Eighteen activities identified.** From these studies, yard activities were classified into 18 categories and coded. And this was the picture of Roper Yard activity that developed:

—PLIN: Pull into the yard or into a track with a train or cut of cars.

—PLOT: Pull out of track with cars.

—KICK: Kick one or more cars down a lead to roll free into a class track.

—PLAC: Engine placement of one or more cars into a class track during classification.

—TRIM: Trimming or pushing cars deeper into a class track to make room for additional classifications.

—CPL: Coupling engine or cars to other cars.

—UNCPL: The reverse of CPL.

—LTMV: Movement of light engine from one area to another.

—XOVR: Crossover from one lead to another, with or without cars.

—DLAY: Engine delay, due to causes apparent in the picture.

—IDLE: Engine delay, cause undetermined.

—INSP: Carmen's inbound or outbound inspection.

—NQCM: Engine moved out of field of view.

—RUNRD: Engine runaround of a cut, from pulling to pushing position or vice versa.

—SHOV: Movement similar to TRIM, but "usually employed with CPL when folding cuts together."

GUBY: Departure of an engine or train from the yard.

—SERV: Engine or fuel track for servicing.

—TIUP: Engine tied up and not in use.

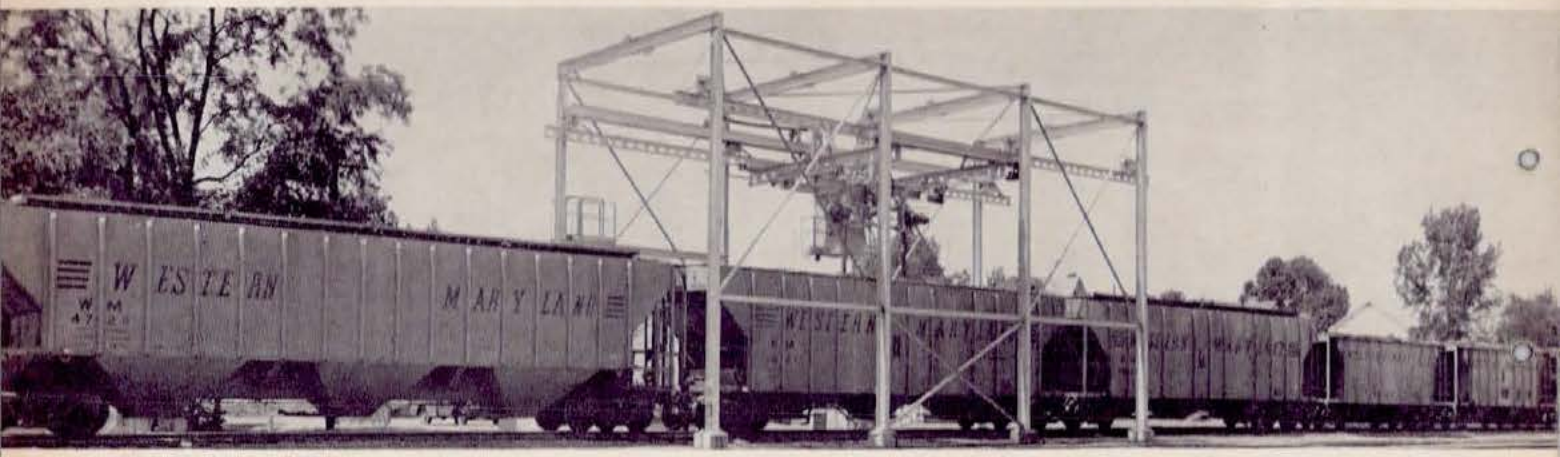
With these activity descriptions in hand, analysts cranked film through the projector and recorded frame numbers at the beginning and end of an activity, together with the engine number, activity code and description; a code indicating whether an activity caused a transfer of cars from one track to another; and indication of the number of cars handled, if any; and an indication of the track where the activity started and ended.

● **On to the computer.** Next step was computer analysis of the data, via a FORTRAN program which turned out three reports describing engine activity. Report No. 1 set forth engine activity by activity number, average time, standard deviation, minimum time, maximum time and number of observations. Report No. 2 produced a histogram of the number of observations of each activity occurring in any given time increment. Report No. 3 calculated for each engine the total and average time spent in each activity, the number of occurrences on which the average was based and the percentage of total time represented by each activity.

Other programs were planned to carry running track inventories, analyze multiple handling of cars, and determine correlations between activity times, number of cars handled and number of tracks being utilized.

Information developed was then used as input for simulation models which were designed to show the effects which would be produced by changes in physical facilities and/or operating rules. And, of course, the data was also available for developing time standards for various yard tasks.

● **A long process.** Rio Grande is hopeful that the results—the changes in the Roper Yard operation—will make the long and somewhat complicated investigative process pay off. And R. L. Jacobsen, director of transportation research, will be staying on top of the situation with further analyses. At the same time, Rio Grande's experience tends to illustrate again the extremely complex nature of change in the terminals. It was in September of 1966 that Roper Yard first went under the camera's eye. ■



ROBOT CAR MOVER is used to advance coupled cars through washer (above); first phase is washing of the roofs (right).

Washing hikes car supply

Instead of buying more covered hoppers, WM decided to improve utilization of existing fleet.

Western Maryland currently has 50 covered hopper cars on order. However, the road's management expects that over the next few months there will effectively be a freight-car-fleet expansion substantially higher than that represented by the new cars. This would result not from acquisition of still more covered hoppers, but from more effective utilization of the fleet WM has now.

Greater usage will not just be a matter of policing the operation of these bulk-material carriers—the road already has a loads-per-month record for covered hoppers that would be tough to match. What is new is the fast, automated facility for washing the interiors of these cars which has begun operating at Hagerstown, Md.

● **"Universal" cars.** Coupled with a program for coating the interiors of the cars so they will not retain traces of previous ladings and will wash readily, Western Maryland expects to end most of the service assignments for its covered hoppers. Once all such cars are "universal" with respect to the loads they may haul, it is anticipated that WM's effective covered hopper fleet will be swelled appreciably.

Presently, 720 covered hoppers are operating. Most of them have had to be assigned to the movement of specific commodities because of the expense involved in preparing them for any others. It was in the course of considering a projected fleet expansion a few years ago that the idea of how to do a better job with existing cars developed. WM's mechanical department gives full credit to the Santa Fe and Whiting Corp. for the basic "hardware" concept.

At about the time that a program for 100 new covered hoppers was being formulated in WM's Baltimore general office, Santa Fe put into service a washing facility for covered hoppers in potash service at Clovis, N. M. (RA, May 31, 1965, p. 83). When WM's officers heard of this, the possibility of an invetment well under the $1.5 million for new cars, but yielding similar results, was deemed worthy of investigation.

● **A different problem.** The problem for WM was not analogous to Santa Fe's. At Clovis, the cars are all regularly in potash service and are washed between trips against the probability of next hauling a slightly different grade of the same material. WM covered hoppers had to contend with much more than a half dozen grades of a single commodity if they went into "random" service. The 70-ton, 2,700-cubic-foot, and the larger 100-ton, cars were assigned for moving such a diversity of materials as bauxite, magnesite, cement of various grades, oil-treated dolomite, roofing granules, petroleum coke, sugar, grain, and chemicals.

Answers were needed to several question:

—Would washing clean cars adequately?

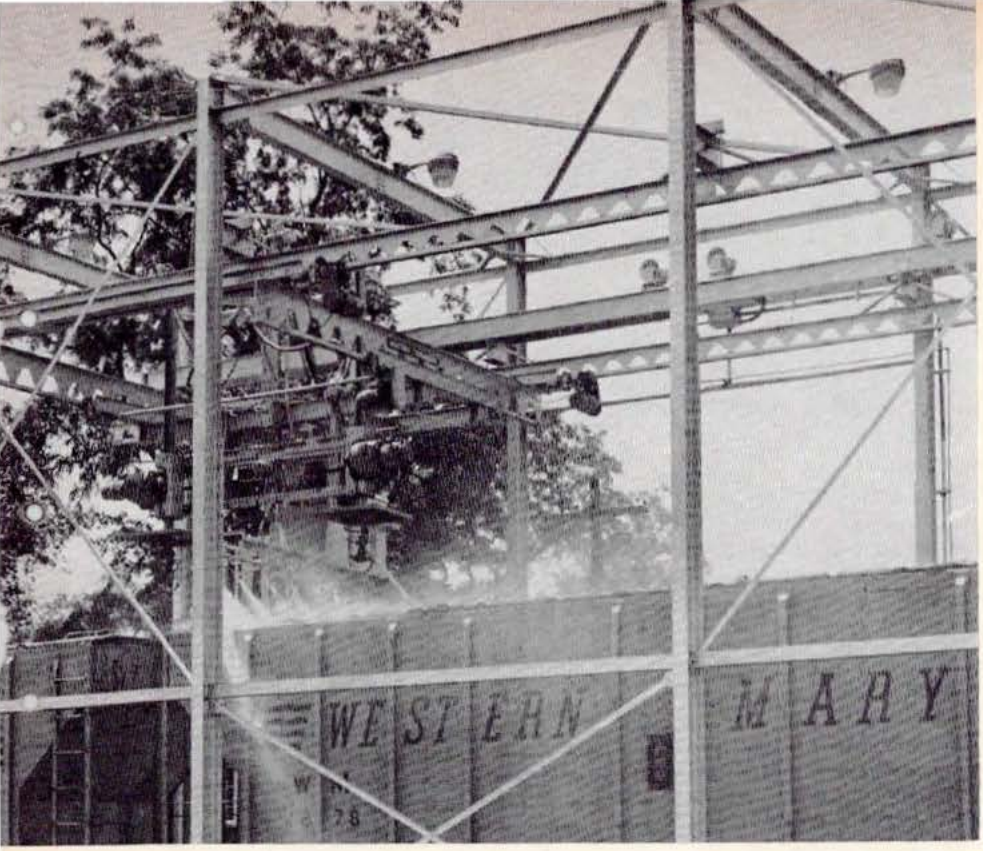
—Would they dry afterwards?

—Would interiors have to be lined?

Some preliminary work answered the lining question; bare-metal interiors always required more work. It was then necessary to choose a lining material. What was finally chosen was a 3M resilient compound, K 3402, often used industrially (compounded slightly differently) for protecting metal exposed to the flow of corrosive or abrasive materials. It meets Federal Food and Drug Administration requirements for edible products service, is readily repaired if damaged, can be applied in an average shop, and is expected by the WM mechanical department to give 5 to 7 years of service. J. C. Shewbridge, chief mechanical officer, identifies it as being "nearest an all-purpose lining available when WM undertook its investigation." Properly applied, ladings will not adhere to K 3402, making possible easy washing.

By early 1967 after some preliminary proposals in 1966, two prototype WM covered hoppers were on test. Rotating nozzles like those on the Whiting washer were used to clean the cars after loading with various commodities and with almost universal success. WM's questions were answered and the decision was made that fixed facilities making possible greater utilization of the existing covered hopper fleet would be more economical than its expansion. Construction started late in the summer of 1968 and washing operations began in May 1969.

● **Special shop facility.** Along with the Whiting washer there were two other phases to the program. WM had to set up a shop facility for doing the lining job and the transportation department had to get the cars to Hagers-



town between trips to be washed. Such routing is not as complicated as it might be on other, larger railroads because of Hagerstown's pivotal location on the 866-mile Western Maryland.

N. Z. Meredith, superintendent of transportation, already has empty covered hoppers moving to the washer almost routinely even if their loaded trips did not take them through WM's principal yard adjacent to the new mechanical department facility.

● **Improved utilization.** Meredith anticipates major improvements in car utilization as the program goes forward. This would mean bettering an average of four loads per month per car for on-line hauls and about two loads monthly for interline movements. He foresees reductions in per diem when foreign cars can be returned promptly rather than being retained to supplement WM covered hoppers and expects that the existing fleet would readily handle surges in traffic.

With only about 25% of the projected cars lined so far, precise results cannot yet be documented. But Meredith cites a recent upturn in cement traffic which was handled without a single shipper complaint, an almost unprecedented response for this highly seasonal traffic. Covered hoppers are in highest demand for hauling cement during the summer construction season. They have usually been reassigned to import bauxite service during winter when inland waterways are closed. But such reassignment has always meant a minimum of twice-a-year interior sandblasting with resultant metal erosion and costs in the $75-$100 range. Even manual hosing and scraping of interiors at a cost of up to $50 per car has been necessary for assigned bauxite cars to prepare them for transporting some slightly different grade of the same product.

● **Rapid cleaning.** Mechanized washing at possibly $5 per car is changing all this. Meredith points out that the ability to clean cars quickly and inexpensively will often enable him to get an additional quick on-line cement haul out of a car being held in anticipation of some scheduled requirement such as the arrival of a bauxite ship. While permanent assignments of covered hoppers will be cut dramatically, some cars assigned to hauling food products or the oil-treated dolomite will probably continue as they now are.

W. Arthur Grotz, WM president, says that the new concept will enable his road "to meet the increasing demand for covered hopper cars."

● **Two cars a day.** WM now has a three-spot lining operation in its Hagerstown shop turning out two cars per working day. Initially, the car interior is sandblasted and body repairs are made. At the lining site, the interior is primed and then coated with the two-component 3M resin system using special Binks mixing nozzles. The car is then heated during an overnight curing period and it is ready for its across-the-board assignments. Cost runs something under $500 per car.

While the Whiting cleaning facility has been designed to use both an emulsion cleaner and a clear rinse, it has so far been found doing a satisfactory job with only 400-psi cold water. The installation is on a new stub track at one end of the WM yard.

Approximately 17 cars can be accommodated for a washing cycle with a robot car mover putting each into position under the washer and then moving it into the outbound position. Discharge gates and roof hatch covers are opened prior to starting the washing. In normal weather the cars are found to drain and dry satisfactorily in a short time, allowing all openings to be closed.

● **One-man control.** The cab on the washer's crane bridge enables the operator to view, as well as control, the entire process. He can operate the car mover, move his crane bridge laterally and longitudinally to do the most effective washing, and control the various spray heads individually.

In addition to the rotating nozzles on the two spray "wands" which are lowered into the car to clean the interior, there is a lateral header fitted with a series of spray nozzles for cleaning car roofs and exterior sides. Normally, the exterior washing nozzles are turned as the robot moves the covered hopper under the washer structure. The operator then repeats the process as he moves his crane bridge over the top of the car. After this, he moves to place the spray wands into the interior—either through a pair of the hatches on one side or in the center trough hatch.

In the case of eight-hatch cars, three moves are made in the course of washing, with no further longitudinal spacing of the spray wands necessary as the remaining three pairs of hatches are cleaned. Trough-hatch cars, of course, mean traversing down the center of the car. In either case, the bridge is brought back to its starting point.

● **Box cars next.** Already WM is cleaning a few open-top hoppers for special services and plans to install horizontal spray wands with which it expects to wash box cars.

Water (or cleaning solution) is collected in a between-the-rails pit and pumped back through storage tanks for recirculation, to minimize consumption.

WM engineers and other personnel constructed most of the cleaning facility. Whitman Requardt & Associates, Baltimore consulting engineers, did the designing of the liquid handling and collection systems of the settling basin where solids are collected so they will not be discharged into the local sewers. Total cost of the facilities for washing cars and for the lining equipment totalled about $400,000. ■

WALTER BOYCE SAYS:

"Piggyback rates save us money"

Walter Boyce, traffic manager of the American Cast Iron Pipe Co., Birmingham, Ala., is one of that growing number of shippers who laud trailer-on-flat-car operations. "Piggyback service," he says, "has brought an immense amount of our traffic back to rails and railroad representatives are constantly working out methods and rates that will bring more of it back." Boyce was recently interviewed in Birmingham by Railway Age Contributing Editor Charles Layng. The transcript of the interview follows:

Q. Mr. Boyce, what does your company manufacture?

A. We make cast iron and steel pipe.

Q. Of what do your inbound shipments consist?

A. We receive large quantities of pig iron, sand and skelp. The first two of those items come a distance of 150 to 200 miles, but the skelp comes to us from Illinois and Texas.

Q. How is it shipped?

A. Normally, we use flat cars for inbound movement, although we are glad to have piggyback service to fall back on if we get into a jam and need materials right away.

Q. How about outbound service?

A. Piggyback service has brought an immense amount of our traffic back to the rails and railroad representatives are constantly working out methods and rates that will bring more of it back. We began experimenting with this service some six years ago and, especially in the past two years, the railroads have been extremely helpful.

Q. In what respects?

A. A lot of outbound pipe requires "stringing," that is to say, trucking along a highway adjacent to the pipeline and dumping off pipe at frequent intervals close to the spot where it will be buried. This, of course, is impossible in flat car service and we had abandoned the rails completely on such shipments. Since the advent of piggyback, which enables us to conduct "stringing" in the normal manner, all of this business has gone back to the rails. The service and the rates have been entirely competitive.

Q. Have the railroads assisted in your loading problems?

A. They certainly have. For example, we recently had an order for 8,000 tons of 48-inch cast iron pipe going to Cocoa, Fla. Such large pipe cannot be moved by highway carrier, except at large expense—if, indeed, it can be handled at all. The railroad involved made up two dummy trailers and conducted dry runs under load to determine the best method of handling. As it worked out, we loaded eight pieces of pipe on the first trailer and four pieces on the second one, using trailers in tandem. This resulted in easy attainment of the maximum weight, as well as proper loading.

I might mention in this connection that, since we went to piggyback, damage to our pipe has been almost non-existent, except when the cars are in a derailment, which is seldom. Our shipping department was most grateful to the railroad for its loading assistance and the whole huge movement was handled without the slightest hitch.

Q. How much did this 8,000 tons of pipe amount to—in terms of trailers?

A. In all, about 500 trailers were employed.

Q. What would have happened without piggyback service?

A. Our sales department tells me that we would not have been able to quote a low enough price to get the order in this highly competitive business. I might mention that our sales department has had several similar occasions to thank piggyback service for enabling it to quote competitive prices by holding transportation costs down.

Q. In what other ways have the railroads been helpful?

A. They have frequently recommended drayage contractors at destinations through their representatives in the area. They have worked out clearances for us. Also, in most cases, they have arranged for a steady flow of pipe. Since the stringing contractor must rent cranes and have men on the job every day, it fouls him up if the pipe arrives on an irregular basis, such as eight trailers one day and none the next, when he is set up for a four-trailer-per-day operation. This has happened, but, in general, the railway freight salesmen have been able to impress the operating department with the necessity for having a steady flow of pipe coming in, with an agreed-upon number of trailers each day. This, for example, was accomplished on the big Cocoa order previously mentioned, where the schedule was met throughout by the railroads involved.

Q. What about piggyback service where more than one railroad is involved?

A. It works out fine, as a rule, with none of the excessive terminal delays usually encountered with flat cars.

Q. Have you made any such interline movements recently?

A. Yes, we are just completing one to Anderson, Ind., from Birmingham, involving some 300 trailers and moving over three separate railroads. The schedules were worked out in advance for fourth-morning arrival and have been met with precision. The terminal delays have been minimal.

Q. You are, then, enthusiastic about piggyback service?

A. On the whole, yes. We have geared not only our shipping but also our sales technique to piggyback service and the railways have provided competitive rates and service under Plan 2½ everywhere east of the Mississippi River. Moreover, our customers like it.

Most of the faults of piggyback, we've found, can be ironed out with

(Continued on page 59)

HERE'S A SUPERIOR
PLUG DOOR

Customized to New Equipment, Repair, Stretch-Out and Upgrading Programs

It features easy, positive

MAGi-CAM ACTION

MAGi-CAM

SUPERIOR

MAGI-CAM . . . WHAT IS IT?

Magi-Cam is the name we've given to a truly ingenious engineering concept that's the heart of this new Superior Plug Door. Activated by a computer-designed timing plate, Magi-Cam causes the opening and closing of this door to be programmed in sequential, positive, easy and safe steps. For example, Magi-Cam lets each opening and closing move be taken in logical order:

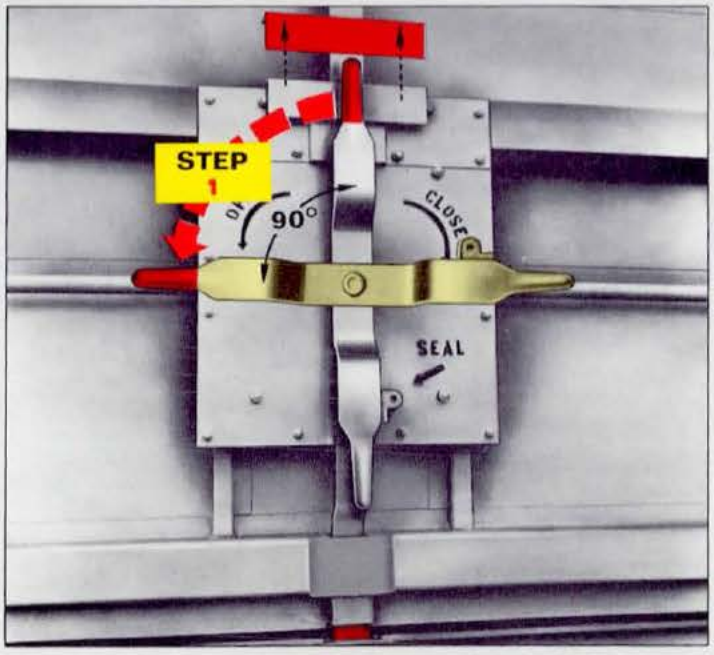
The Superior plug door with Magi-Cam, the easiest opening and closing door available today.

OPENING THE DOOR

STEP 1

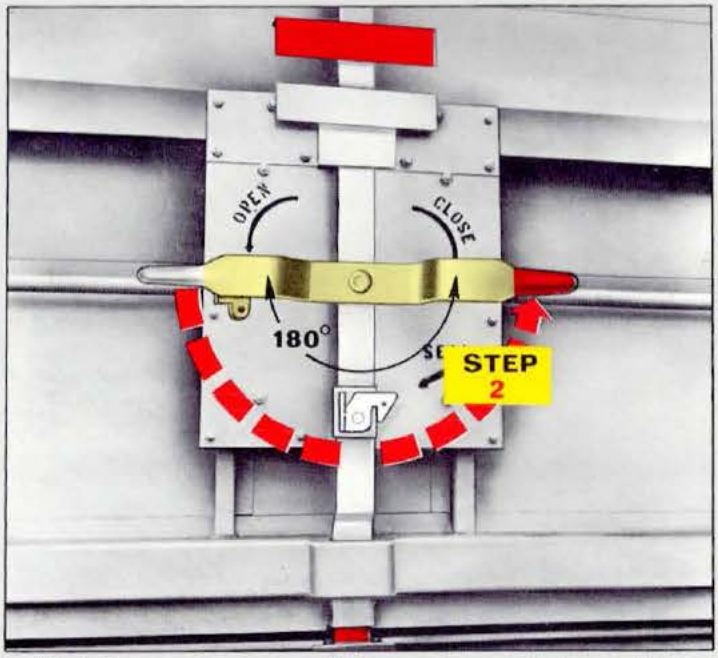
With locks and seals removed, the flat, heavy-duty, operating handle is turned only ¼ turn, about 90°, to the left. This movement causes the timing plate to function, camming open the side and center locking bars from their five engaged positions . . . two on each side, one in the bottom center . . . without rotating the pivot cranks.

At this point there's an important safety feature: Even if the lading applies pressure against the inside of the door, the Magi-Cam's linkage prevents the door from opening, endangering the operator with a spinning operating handle.



STEP 2

In the next sequential move, the operator easily continues turning the operating handle another ½ turn . . . about 180°. This movement is programmed through the timing plate and causes the door to be cranked out of its sealed seat in the door frame, and away from the car side. The door is ready to be moved to the side, clearing the door opening. In this position Magi-Cam's design provides another safety feature: Impact or pressure against the door cannot cause it to close.



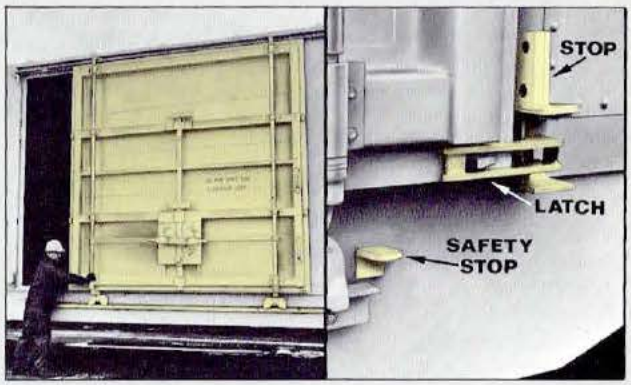
Magi-Cam programs operating sequences. A ¼ turn of the operating handle releases five locks at once. Another ½ turn and the door can be rolled to the side.

PLUG DOORS

MAGi-CAM

STEP 3

Rolling the door into the fully open position is an easy, minimum-effort, one-man move. Permanently sealed and lubricated roller bearings shrug off friction and drag, and a positive latch holds the door open.



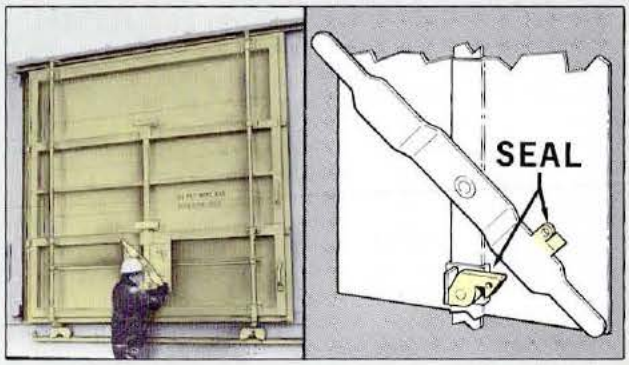
One man operation

Door stops and latch

CLOSING AND LOCKING THE DOOR

Closing the Superior Plug Door is essentially the reverse of the opening procedure, and equally easy. As the door is rolled into position opposite the opening, a ½ turn of the operating handle cranks it into the door opening, seating it and compressing the sealing gasket. Another ¼ turn cams the locking bars into their five seats.

An ingenious latch, protected behind the operating handle, allows the door to be padlocked and sealed. And here's another feature—unless the door is completely closed padlocking and sealing can't take place.



Closing is easy for one man

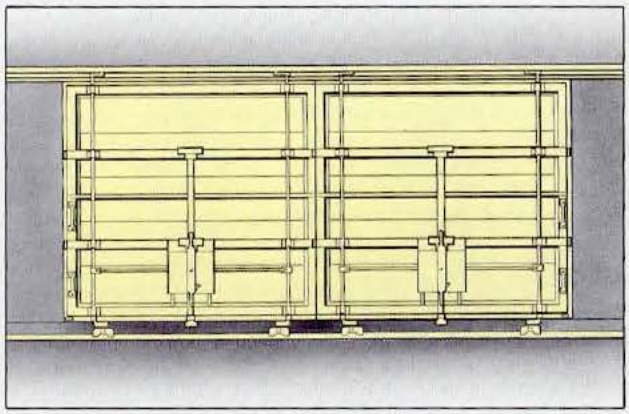
Locking and sealing arrangement

CUSTOMIZED TO YOUR NEEDS

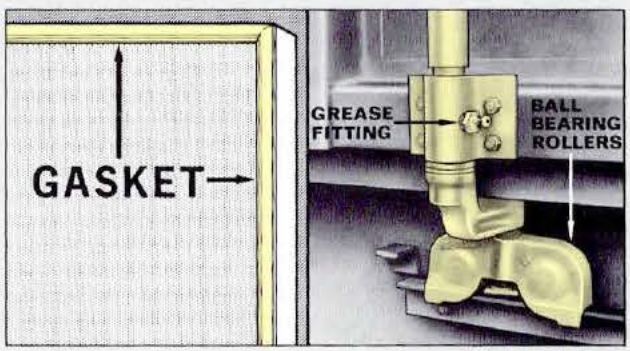
This Superior Plug Door, with its Magi-Cam feature, offers an unusual combination of laboratory and field tested, service proved, engineering innovations coupled with design flexibility. This affords each buyer the benefits of customization to his particular needs. No matter if the program calls for new cars, repairs, stretch-out or upgrading, this Superior Plug Door can be delivered to meet buyer specifications. Any width can be specified. So can any height. So can any thickness. The Superior Plug Door can be increased in any or all of these three dimensions. Door thickness versatility allows insulation to be applied, matching that of the car sides.

Buyers can also specify double doors, with the same degree of dimensional flexibility and with the Magi-Cam feature in each door.

Of course, since they're Superior, these doors are strong and ruggedly built for long and dependable service. Composition, full-perimeter gaskets cause a weather and dirt excluding seal between door and frame. These doors slide easily on sealed, permanently lubricated, ball bearing rollers which are housed as a safety feature. It should be noted that throughout the Superior Plug Door's entire design, anti-pilferage precautions have been taken.



Double doors are available in any dimensions.



Composition gasket makes a tight seal.

Roller bearings make door movement easy.

SUPERIOR PLUG DOORS

MAGi-CAM

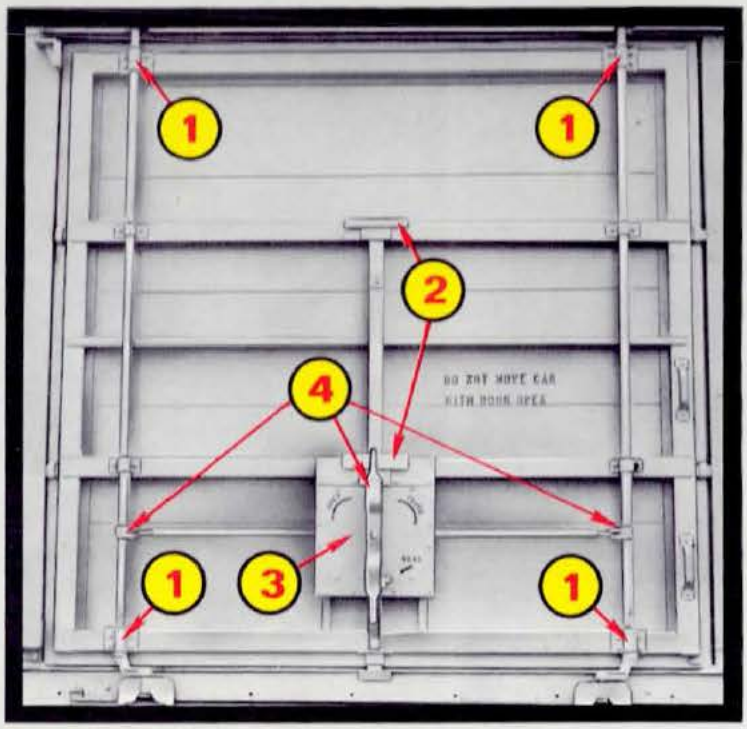
OTHER FEATURES

1. Operating rod bearings are provided with grease fittings to help insure easy operation.

2. The center locking bar has a built-in protective cover to exclude weather and dirt.

3. The timing plate that programs Magi-Cam sequential movements is precision made with motion-supplying contours to give smooth action.

4. The Magi-Cam's timing plate and other linkage components are easily replaced in case of accident or damage. Component parts are standard, interchangeable and immediately available.



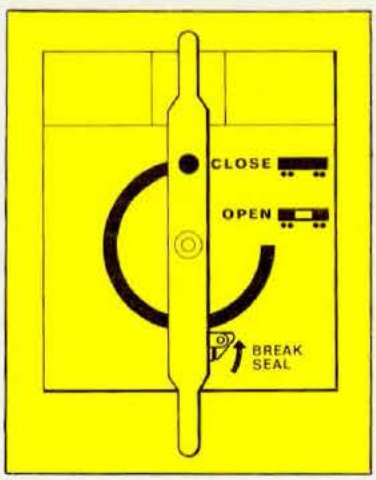
REVIEW OF SAFETY FEATURES

The ease with which this door is opened and closed is important to operator safety. Every step is a one-man function, with minimal effort required. In addition, however:

- **Magi-Cam prevents hazardous spinning of the operating handle from pressures applied to the door by shifted lading.**
- **When cranked away from the door opening, Magi-Cam prevents impacts, wind or other pressures from closing the door or moving it against the car's side, possibly trapping operator's hands or arms.**
- **When rolled into the fully opened position, a strong and positive latch holds the door in place.**

PICTORIAL OPERATING DIAGRAM

Superior has designed an international form of pictorial operating diagram that customers can stencil on their doors, if they wish. Copies of this diagram are available for customer reference.



COST AND DELIVERY

If you will contact our Sales Department, we will meet with you to discuss application of Superior Plug Doors, with Magi-Cam, to your equipment. We will be fully prepared to answer your questions. After learning your requirements we will be able to quote prices and delivery dates.

CHICAGO RAILWAY EQUIPMENT DIV. EVANS PRODUCTS CO.
1928 WEST 46th STREET, CHICAGO, ILL. 60609 • Phone: 312-523-0800

Form No. 6001-169-3M PRINTED IN U.S.A.

JUNE TRAFFIC POLL

QUESTIONS

1. Do you think the selling of railroad freight service is better today than it was five years ago?

Yes	39
No	15
No change	14

2. Do you think railroad freight salesmen are better informed than they used to be?

Yes	42
No	13
No change	13

3. Has any mode of transport shown particular improvement in its method of selling freight service?

Railroads	32
Trucks	33
Air lines	35
Water carriers	12

4. What would you suggest for improving the selling of freight service?

(Answers to this question appear in the text below.)

Note: Poll respondents did not answer all questions. Several respondents, in answering Question No. 3, voted for more than one mode of transport.

Freight selling has been improved

But, say June Poll respondents it could be better than it is.

Railroad freight selling has improved in the past five years, says a majority of respondents to this month's Traffic Poll. A similar majority says that railroad freight salesmen are better informed than they once were.

Both trucks and airlines, however, have done better than railroads in improving their freight selling, Poll respondents say. The vote was extremely close on Question No. 3 (see table above), but railroads came in third in a field of four.

The results of the June Traffic Poll are substantially like those of a similar Poll conducted three years ago (RA, April 25, 1966, p.29). At that time Railway Age said: "There is still lots of room for improvement in the selling of freight services, by all modes of transport. Biggest single need is for better informed, better trained salesmen."

● **The need still exists.** That summary of the Poll of three years ago also describes the present general attitude of industrial traffic managers toward today's freight-selling situation.

For instance, here is a comment by M. J. Posig, general traffic manager, Thomas J. Lipton, Inc., Englewood Cliffs, N.J.: "Salesmen should have a greater awareness of their customers' requirements, [although] there has been a great improvement in this area."

Among many respondents who indicated complete satisfaction with the quality of railroad freight selling was C. F. Rowe, assistant general traffic manager, S. S. Kresge Co., Detroit, Mich. "The 'new breed' of sales representatives have a thorough knowledge of what they are selling," he said. "It is a pleasure to discuss business with them and I am amazed at their knowledge of all segments [of service], whether piggyback or carloads."

T. E. Jasin, general traffic manager, Babcock & Wilcox Co., Barberton, Ohio, made the following suggestion. "The operations people should extend themselves to perform the service that railroad salesmen sell. Generally, the salesmen are very well briefed on the paper service of their railroad. However, in many instances, the actual service falls far below the service sold by the salesmen. Top management operations personnel should take more interest in service problems. Operating officers should make calls with the freight salesmen so that they can be aware of the problems firsthand."

Similar remarks come from E. J. Davis, director of traffic, Caterpillar Tractor Co., Peoria, Ill. "I am firmly convinced," he says, "that many freight salesmen are sincere in their efforts to sell their company's service, but I am pretty sure that they do not get the proper backing from their operating

(Continued on page 46)

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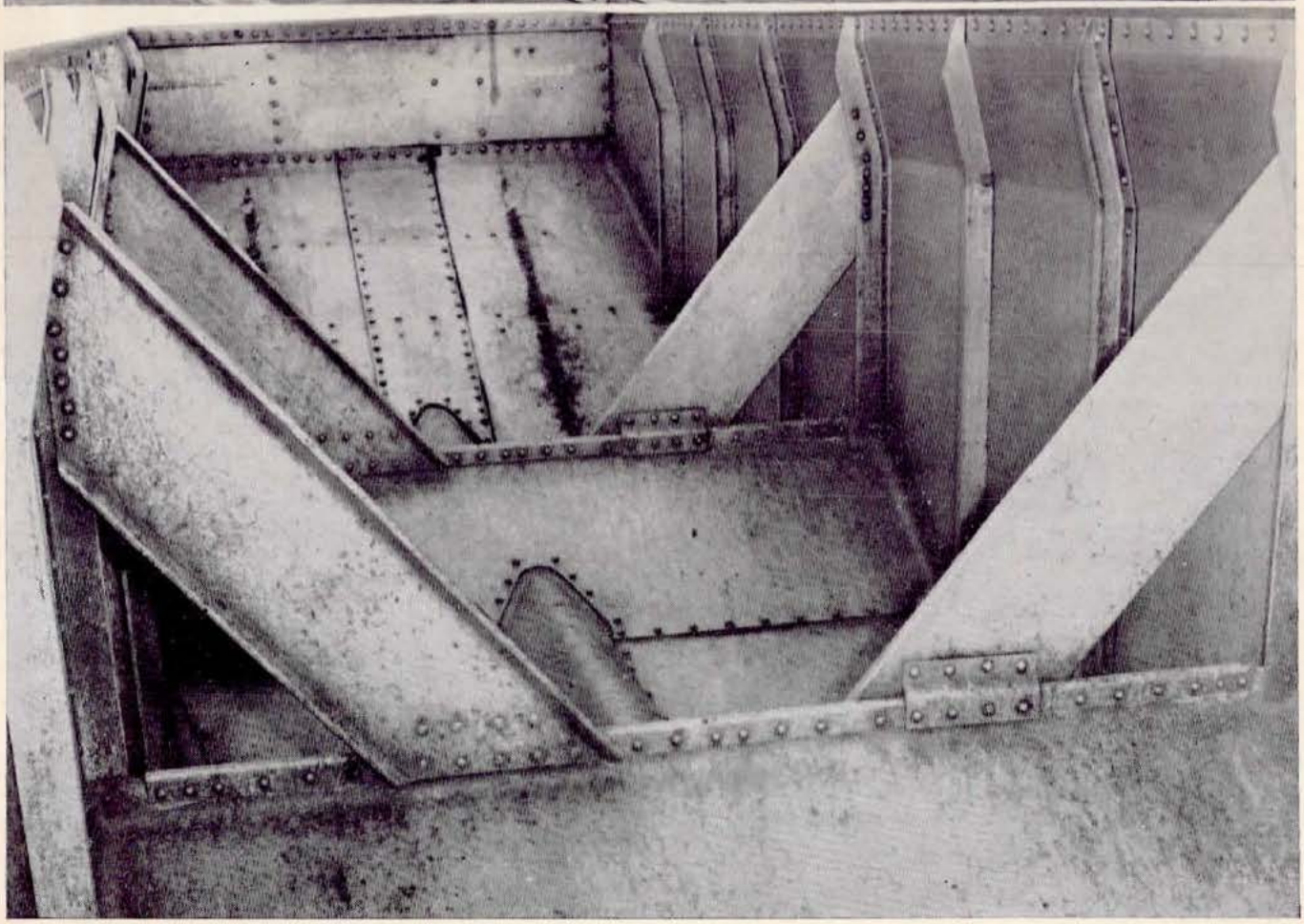

1946, 1947, 1948, 1949, 1950, 1951, 1952, 1953, 1954, 1955, 1956, 1957, 1958, 1959, 1960, 1961, 1962, 1963, 1964, 1965, 1966, 1967, 1968, 1969...

For the past 23 years, this aluminum coal car has been rotary-dumped on the average of twice every three days. It still has a lot of life left. It's Alcoa® Aluminum. (The Montour 14000 was built in 1946 by American Car & Foundry.)

Tests over a 30-year period on aluminum and steel hoppers in a corrosive environment have shown that aluminum retains nearly four times the tensile strength of steel. In fact, other materials failed after 17 years, while the aluminum hoppers still had years of service left after 30.

Long life, extra payload—up to 8 tons in a 100-ton car—and low maintenance are some of the features that aluminum offers the transportation industry. The men who know aluminum best are at Alcoa. To find out more about the advantages of aluminum, send this coupon.

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1750-F Alcoa Building
Pittsburgh, Pa. 15219

Gentlemen: Please send me information on ☐ corrosion studies:
☐ economies of aluminum-bodied coal cars.

Name_____

Company_____

Address_____

City_____ State_____ Zip_____

Change for the better with Alcoa Aluminum

ALCOA

Circle 17 on coupon page 52

WE'RE PRYING INTO YOUR BUSINESS

The old way of serving shippers was to provide information on available railway services. And then to match those services to the shippers' transportation needs.

But Northern Pacific has a new way.

We've established a Market Development Department. And divided it into major industry areas including forest products, grain and grain products, and construction materials. And into specialized product areas such as piggybacking, container-on-flat-car and export-import services.

The marketing experts in each of these areas are conducting research in their specialized fields. And making recommendations to NP management on new programs.

So instead of adapting shippers' needs to existing railway services, we'll develop and provide *new* services tailored to individual shippers in their various commodity areas.

For more information on Northern Pacific's new marketing group, contact C. Duane Carley, Director of Market Development, Northern Pacific Railway, St. Paul, Minnesota 55101.

This is the way to run a railroad. The way we run the Northern Pacific.

Our marketing experts are searching for clues to serve you better.

WE'RE PULLING A FEW SURPRISES ON THE NORTHERN PACIFIC RAILWAY

Circle 18 on coupon page 52

Here come the Russians into the new railway age

While America is taking track up—thanks to brutal rail taxation of a kind virtually unknown to truck lines, air lines, barge lines, bus lines—Russia is putting track down. Over the past 50 years, the Russians have approximately *doubled* the length of their two-track or multi-track line.

And why not?

What else has the volumetric efficiency of a giant railroad diesel (in which for each cubic inch of displacement there is only about half as much opportunity for cylinder wall friction as in a truck engine)?

What else has the easy travel of a train's steel wheel rolling on a steel track (as compared with the heat-producing resistance to flexing of a highway tire—on which you can often fry an egg)?

What else has the guided movement of a rail-based train (which guidance is as basic to transportation automation as it is to factory automation)?

What else has the low manpower needs of a train (compare its multiplicity of towed cars with the driver-for-every-unit case of highway trucks)?

The fact is that if the train had come along *after* the car, truck, airplane, it would have been hailed as a great technical step ahead.

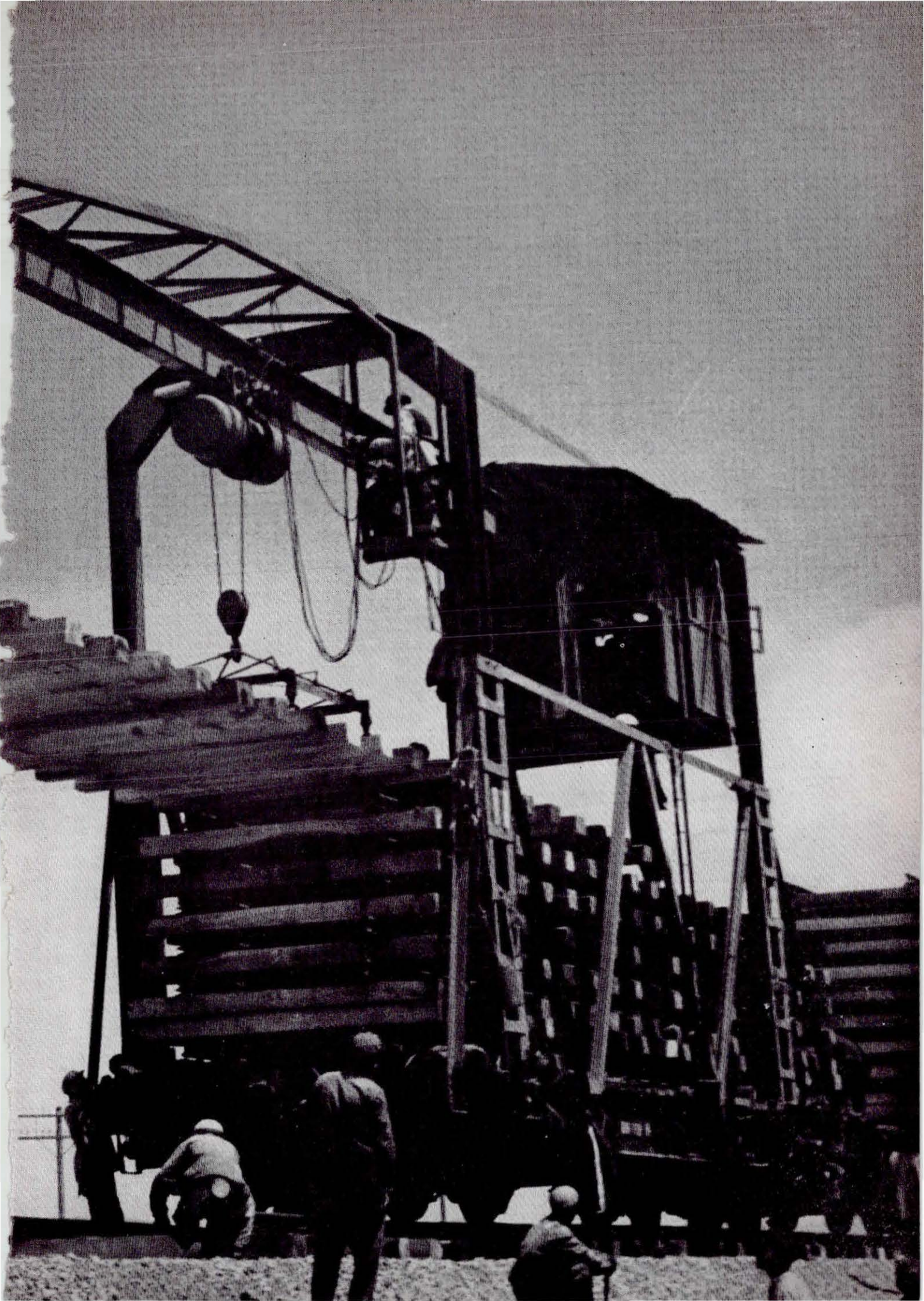
The Russians know railroads are the most efficient form of mass transportation in sight. They act that way.

Do we?

Be part of the weekly excitement in

RAILWAY AGE

the transportation weekly



TRAFFIC POLL

(Continued from page 39)

people. They sell the shipper something that is not delivered by the operating people.

"I would suggest that some operating people occasionally call on the shippers with the sales representative and hear firsthand some of the many complaints about poor service."

● **Really trying.** "Most railroads are honestly endeavoring to improve their services," says William A. Datre, traffic manager, Mennen Co., Morristown, N.J. "It just seems to take so long to get changes accomplished. In the long run, this is detrimental to their own best interests. More emphasis should be put on the type of service to be expected and the railroads ought to deliver what they promise. Salesmen should point out the fast service routes to their customers and then insist that their companies deliver on the promises."

R. E. Covey, manager-distribution research and planning, American Sugar Co., New York City, writes: "Trucks, air lines and water carriers have salesmen who are no better, man for man, than railroad salesmen. Many of them are more effective than railroad salesmen because (1) they comprehend their smaller systems better; (2) their promise of service receives better support from their organization; (3) they get more dependable answers from their staff and line departments about equipment, policies and claims; (4) selling literature is directly keyed to shippers' use and retained as a continuing reminder. In summary, the railroad salesmen is handicapped by the more complex operation and organization of his company and industry. He has to be better in order to be nearly as effective."

The problem of railroad service is also raised by Robert L. Travis, general traffic manager, S. D. Warren Co., Westbrook, Me. "Although I think the selling of railroad service is better and the salesmen better informed," he writes, "railroad service itself is worse than five years ago—although it shows some improvement in recent weeks."

● **More education.** A continuing educational program for salespeople is recommended by Frank Juranek, general traffic manager, Clark Equipment Co., Battle Creek, Mich. He also suggests more "on-line trips to acquaint sales with operations. Furnish the shippers with names and telephone numbers of railroad personnel to be contacted about various problems."

R. E. Alexander, vice president, Pillsbury Co., Minneapolis, Minn., says that "sales personnel should be granted more authority to handle and resolve shippers' problems. Sales personnel should be trained in basic marketing concepts. Shippers are interested in innovative approaches to solving problems —not free lunches."

"Some salesmen seem to feel," says W. S. Franklin, director of traffic, Brown-Forman Distillers Corp., Louisville, Ky., "that they will be penalized if they admit that their service is not prime to a particular point. Actually, it is the reverse and the shipper loses faith in the ability of the salesman to furnish proper information on service."

Freight-service selling would improve, says Harold Pockrose, director of transportation, D. J. Joseph Co., Cincinnati, Ohio, if salesmen had "better knowledge of the product shipped and the service and equipment available to move the product."

The need for greater knowledge on the part of freight salesmen is also emphasized by N. C. Zollar, general traffic manager, Lincoln Electric Co., Cleveland, Ohio. "Salesmen must have a more complete knowledge of customers' products, production and distribution system," he says. ■

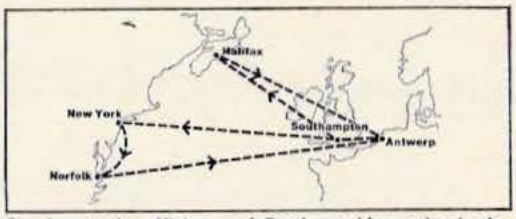
Now Belgian Line goes Dart!

Joins Clarke Traffic Services and Bristol City Line in new consortium for expanded container service on North Atlantic...

Shipping authorities everywhere cite the performance of Belgian Line as setting the pattern for an efficient and successful operation of a trans-Atlantic container service.

Now this effectiveness is extended. Belgian Line has joined Clarke Traffic Services (Canada) and Bristol City Line (England) to create *Dart*, a virtually nonstop service in the North Atlantic.

Today's *Dart* service is just a beginning. A new fleet of giant container vessels will be working for you in 1970.



One key to the efficiency of *Dart's* weekly service is the "two port to two port" concept, linking New York, Norfolk, Antwerp and Southampton. In addition, weekly sailings will start in July between Halifax and the two European ports.

DART

DART CONTAINERLINE, 67 Broad St., New York, N.Y. 10004

Circle 19 on coupon page 52

New CP shop speeds car repairs

With the opening of its $3.6-million car repair facility in Montreal, the Canadian Pacific has taken another step in speeding the movement of freight. The one-spot shop just opened at St. Luc Yard in the western section of Montreal has been tooled and manned so that many of the cars sent there can be out in less than an hour.

A four-track section of the shop has been designed to do the light, under-an-hour repairs. Another three-track section does the heavier jobs, but has been tooled so that most are completed in under four hours. "At this rate we can assure our customers of a more efficient railway by keeping cars in service and good working order, thus obtaining maximum utilization from each car," says A. M. Hand, Atlantic Region manager, operation and maintenance, for CP Rail.

TRACK FOREMAN receives order from planner's office; controls operate car movers.

In addition to the new St. Luc facility, three other one-spot shops have been established at Toronto, Winnipeg and Coquitlam, B.C. As with the others, St. Luc has a fully enclosed repair building which also includes offices, locker rooms and other facilities. Cars which are found bad order in the St. Luc classification yard are initially placed in the shop's "advance" yard from which they are moved by Whiting Trackmobiles and car pullers to the work sites in the shop.

With the fast area working around the clock, seven days a week, and the regular maintenance area working two shifts five days per week, the shop puts out 900 to 1,000 repaired cars weekly.

● **The planning function.** CP's mechanical department has established a planner's office as the key to efficient

(Continued on page 50)

MY DAD'S PIGGYBACK SERVICE IS BETTER THAN YOUR DAD'S!

Nothing soothes rumpled pride like invoking dad's magic power and prestige.

But can we get away with saying that our piggyback service is better than the other guy's? We think so.

There's one way you can find out.

Test us on routes, plans, schedules, equipment, innovations.

We know we can perform where it really counts. Like easing the pressure on your transportation pocketbook.

SHIP WITH US FOR A CHANGE.

Rock Island

ROCK ISLAND LINES

Circle 20 on coupon page 52

MINER'S 75TH ANNIVERSARY DRAFT GEAR

SHOCK BUSTER®

RF-444

Approved by A.A.R., the RF-444 Gear offers increased protection to lading and car equipment through the proven Miner friction/clutch design. One of the major achievements of the past 75 years of MINER'S railroad specialization, the RF-444 Anniversary Gear is a direct result of an extensive Research, Development and Engineering program. The results are a draft gear design that technically-knowledgeable railroad people ask for in performance reliability. Use Miner's SHOCK BUSTERS for maximum efficiency and traditionally dependable durability. Write for brochure today.

W. H. MINER DIVISION | MINER ENTERPRISES INC.

209 South La Salle Street Chicago, Illinois 60604

MEMBER RPI RAILWAY PROGRESS INSTITUTE

Meets A.A.R. Specification M-901E for 24⅝" pocket. A.A.R. Official Capacity of 48,300 ft.-lbs. at a rated travel of 3.18" and a reaction force level of 568,000 lbs. The proven Miner friction/clutch design, imitated, but never duplicated, provides maximum efficiency and durability.

WILMINGTON
A.A.R. APPROVED FOR M-901E

FRANK MALONE

WATCHING WASHINGTON

IF YOU WERE LISTENING from the gallery, you might have doubted your ears. But there it was, right on the Senate floor—a condemnation of the nation's fractured transport system, and a cry for anti-chaotic legislation. It wasn't somebody reading a message from the President, nor a repeat of a speech by the Transportation Secretary. It was the live outpouring of a man who has had to deal with transport snafus since he came to the Senate in 1944. It was Warren G. Magnuson (D.-Wash.), commerce committee chairman, introducing just about the wildest-ranging transport proposal that has ever come from the Senate ranks.

"THE DAILY FRUSTRATIONS and obstacles facing the consumer of transportation services . . . are symptomatic of the fact that our present transportation facilities, transportation planning and transportation development are inadequate to meet the current and future needs of the United States," Magnuson said. Transport efforts have been fragmented too long. If you develop modes separately, without thinking of the total picture, you just deepen that fragmentation, Magnuson added.

REGIONAL PLANNING is the first move, the Senator said. His bill would authorize the Transportation Secretary, with governors concurring, to designate major U. S. transportation regions. Then each region would have to list its transport needs by priority, identify its transport resources, and devise a plan for improvement. Regional demonstration projects would be provided for. Federal aid would go out according to area, population and number of communities in each region. The goal of all this, Magnuson said, is a coordinated national transport scheme, with each mode put to its best use. The regional plans would give the Secretary a base for the national plan. Commercial life, national defense citizens' general welfare, and environmental improvement depend on such a plan, Magnuson said. Transport needs must be served, "if we are to serve the basic needs of our society."

CO-SPONSORS of the bill included three Commerce subcommittee chairmen. Across-the-board support reflected the scope of the proposal. It's not limited to passenger service, nor to the "popular" modes. In fact, air and road overkill form the background. You may find here an overdue appreciation of the rail potential.

CP shop speeds freight-car repairs

(Continued from page 47)

functioning of the new facility. Explains D. V. Rose, regional superintendent, motive power and rolling stock: "The planner is responsible for the programming of the entire operation including manpower, material and equipment distribution."

Cars arriving in the advance inspection yard are checked by a car inspector who confirms the defects previously located and determines any additional work which should be done while they are in the shop. He transmits this information to the planner who decides in which section of the shop each car should be placed, makes track assignments, and radios this to the operator of a Whiting Trackmobile who moves the cars up to, or into, the shop. Similar information is given to the foreman responsible for the repair operations.

Cars to be processed in the fast section of the shop are placed on the inbound tracks from which a semi-automatic car puller takes over to move them to the actual work spots. Each track in this section has its own crew, working independently of the other teams. Tooling includes power tools, power jacks and hoists, cutting torches and lubricating equipment, Typical of the repairs are wheel changes, journal servicing, brake adjustments and other minor repairs.

● **Regular repairs.** Cars for the regular shop section are actually moved into place with a Trackmobile. Here are done jobs normally requiring up to four hours—repairs to car linings and exteriors and various pipefitting and welding jobs.

On each of the fast tracks an electrical control console controls that track's semi-automatic equipment—roll-up shop doors, car-pulling and stopping equipment and the electrical interlocking system of track switches and clearing devices. Approaches to the regular repair area of the shop are protected by a similar system controlled by the planner. Electrical interlocks insure that if any equipment is improperly positioned, the entire system will not operate. The aim is to provide a high level of protection to car department employees.

Approximately 300 employees are involved in car inspection and repair operations at St. Luc Yard. "The repair shop," says G. E. Benoit, CP Rail's vice president for the Atlantic Region, "is set up so the job can be brought to the tools, rather than the tools to the job. We now have everything we need in one central location for fast, efficient maintenance work." ■

SUPPLY TRADE

James E. Norris, director of manufacturing, **Pullman-Standard Division** of **Pullman Incorporated,** has been appointed vice president, manufacturing. **Stanley Brown,** assistant vice president, sales, has been named vice president and manager, field sales.

T. P. Glaser has been appointed assistant vice president, marketing administration, **Pullman-Standard Division** of **Pullman Incorporated.**

T/M Leasing, Trailmobile Division, Pullman Incorporated, has established a railroad piggyback leasing department. **Warren J. Deck,** formerly account sales manager in the division's rail, container and government sales department, heads the new department.

Thomas F. Gerrety, special engineering representative, **Railroad Sales Department, Mobil Oil Corp.,** has been promoted to chief engineer. **E. A. Goff** has been named special representative, **Railroad Sales Department.** Mr. Goff was formerly associated with the **Aviation Department.**

Tamper, Inc., has acquired the Railway Products Division of **Kalamazoo Manufacturing Co.** All the railway products of Kalamazoo Manufacturing will be produced at Tamper's Columbia, S.C., plant and will be sold and serviced by Tamper representatives. New products to be added to the Tamper line include ballast equalizers, universal portable set-off assembly and take-off rails, heavy-duty brush cutters, various track motor and inspection cars, push cars and trailers, lightweight utility cars and a complete line of track gauges and levels.

D. R. Schwieger has been transferred from the home office of **Fairmont Railway Motors, Inc.,** Fairmont, Minn., to the Chicago office as a sales representative. The St. Paul office has moved to the McColl Bldg., Jackson at Fifth, St. Paul, Minn. 55101. **F. G. Simmons** continues as district manager.

James P. Thrasher has been named executive vice president, **Integrated Container Service, Inc.,** at 230 Park Avenue, New York, effective July 15. Since 1967, as vice president based in London, England, Mr. Thrasher has been responsible for the development of sales, operations, pooling, and the depot systems throughout Europe and the United Kingdom.

George K. Hausser appointed regional manager—railroad sales, Commercial Electronics Division, **Sylvania Electric Products Inc.,** with headquarters at Philadelphia. Mr. Hausser was formerly freight sales manager, Flexi-Flo Service, **Penn Central,** New York.

John W. Brazil, marketing manager, Sylvania Electronic Systems, appointed marketing manager, Automatic Identification Systems, Commercial Electronics Division of Sylvania. Mr. Brazil is responsible for the sales of KarTrak Automatic Car Identification system to the motor carrier and transit industries.

James E. Norris
P-S

Stanley Brown
P-S

T. P. Glaser
P-S

Warren J. Deck
T/M Leasing

Richard C. Burke appointed manager, Control Materials Division, **Computer Identics Corp.,** Westwood, Mass., with responsibility for sales, service and quality control of materials utilized in industrial and transportation control systems. Mr. Burke was formerly associated with **Sylvania,** where he was part of a team that pioneered the automatic car identification system accepted by the Association of American Railroads.

Edward C. Forbes, group vice president, Studebaker-Worthington, New York, has been elected chairman of the board, **MLW-Worthington Limited,** Montreal, Que., succeeding **W. G. Miller,** retired.

Robert B. Hio has been appointed sales engineer, New York Office, **General Railway Signal Co.** Mr. Hio was formerly signal foreman, **Boston & Maine. Clarence W. Compher** has been appointed resident representative, Atlanta sales office.

C. F. Chambers has been elected vice president in charge of engineering, **Marquardt Industrial Products Co.** He will continue to serve as manager of engineering of Marquardt's **Signal and Controls** division.

R. S. Hahn, vice president, **Moss-American, Inc.,** has been elected executive vice president—sales, with headquarters as before at St. Louis.

Robert L. Radle has been appointed sales engineer, **FreightMaster Division, Haliburton Services,** with responsibility for railroads headquartering in Chicago, St. Louis, Detroit, and Cleveland. Mr. Radle's office is at 4015 Johnson Avenue, Western Springs, Ill. **Jerry Rieder,** former sales engineer in the Chicago area, has established offices in Minneapolis to serve railroads based in Omaha, Denver and Kansas City, as well as the Twin Cities.

This conditional sale agreement having been placed privately, this advertisement appears as a matter of record only.

NEW ISSUE

$3,750,000

St. Louis-San Francisco Railway Company

Conditional Sale Agreement

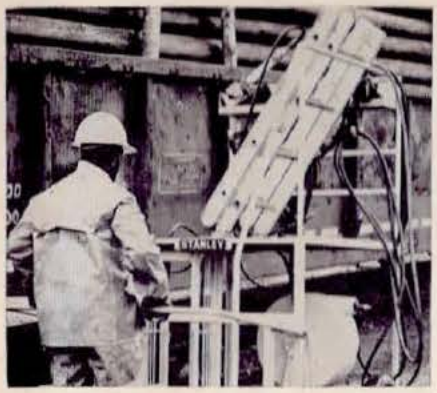
Due August 15, 1984

Dick & Merle-Smith

Members New York Stock Exchange
Continuing the Securities Business of Roosevelt & Son
Established 1797
48 Wall Street, New York, N. Y. 10005
Telephone: (212) 944-0440

ATLANTA BOSTON DALLAS

NEW PRODUCTS REPORT

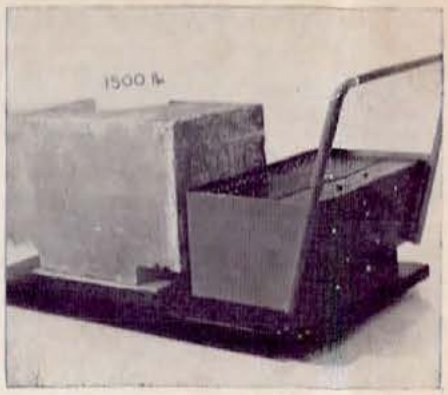


Strapping station (RA-1)

With the Roustabout, a mobile strapping station, one man can strap high loads on open-top cars quickly and securely at almost any yard point. Platform carries strapping and air-powered tools. Folding ladder is 8-ft. Wheels raise platform 42 in. above ground, permitting travel over rough ground. Unit operates with three PHD-1 air-powered tensioners and a PHDS air-powered sealer, using 1¼- x 0.031-in. through 2- x 0.044-in. strap. *Stanley Works.*

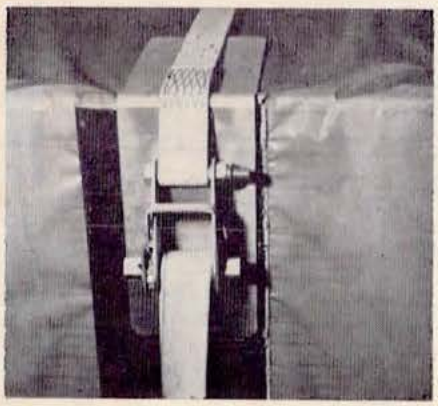
Snub-boom crane (RA-2)

A shortened telescoping boom and a floating pusher plate on boom point feature the 410 RRS version of the 410-Senior 12½-ton crane for yard handling. Its stubbier boom can rotate 360 deg continuously in horizontal position with crane coupled between two box cars. Fully retracted, power boom reach is 11 ft 5 in.; fully extended, 30½ ft. Boom elevates to 43-deg angle, depresses to 10 deg below horizontal *B-L-H Corp.*



Air film transporter (RA-3)

Loads are said to virtually "float" on compliant air bearings (circular diaphragm type membranes under loading platform base) of the Self-Powered Air-Mover Air Film Pallets. The self-contained units have standard storage batteries powering air source. Batteries are installed in a small console on pallet platform. Battery rechargers are also built in. Low floor loading is only 10 psi. Model capacities are 1,000, 2,000 and 8,000 lb. *Tasc.*



Cargo tie-down (RA-4)

A wrench-drive ratchet buckle tensioning device, dacron web strapping and special corner plates constitute a cargo tie-down system developed for securing gypsum board and other building products on bulkhead flat cars. The ratchet buckles are integral components of the corner plates. The system is adaptable to individual cars by varying the number of tie-downs. The assemblies are stored in special compartment during return runs. *Aeroquip Corp.*

Chain-stress cushion (RA-5)

The Accoloy chain stress cushion, made of a special rubber and designed for any chain or cable system where impact or vibration in tension is encountered, is offered in four chain sizes from ⅜ to ⅞ in. (containing 7 to 11 links, respectively, and ranging in length from 8 to 26 in.), with working load limits from 2,500 to 20,000 lb. Links at ends provide for attachment of tie-down chains and hooks. *American Chain & Cable Co.*

RAILWAY AGE
THE TRANSPORTATION WEEKLY

30 Church Street, N.Y., N.Y. 10007 READERS' SERVICE (Att. J. Lindstrom)

PLEASE SEND ADDITIONAL INFORMATION ABOUT PRODUCTS IN ADVERTISEMENTS NUMBERED: 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31

PLEASE SEND INFORMATION ABOUT PRODUCTS DESCRIBED ON PAGE 52 MARKED: RA-1 RA-2 RA-3 RA-4 RA-5

NAME ..... TITLE .....

COMPANY .....

ADDRESS .....

CITY ..... STATE ..... ZIP .....

• **Inquiries can be processed only if title and company are shown.** 6/30/69

What's in store for you?

Trainloads of everything you like...moved by the modern rail way

The thousand and one things you need and use... move to you through modern railroad classification yards. Here freight cars by the thousands are electronically sorted every day and made into trains going where you live.

This computerized assembling of freight trains is typical of the constant progress railroads are making... and why railroads are keeping ahead of your ever-growing transportation needs.

1869 1969
GOLDEN SPIKE CENTENNIAL

ASSOCIATION OF
American Railroads

GROW, GROW
BY THE RAIL WAY

To meet your needs we've ordered $156,000,000 worth of equipment in two years.

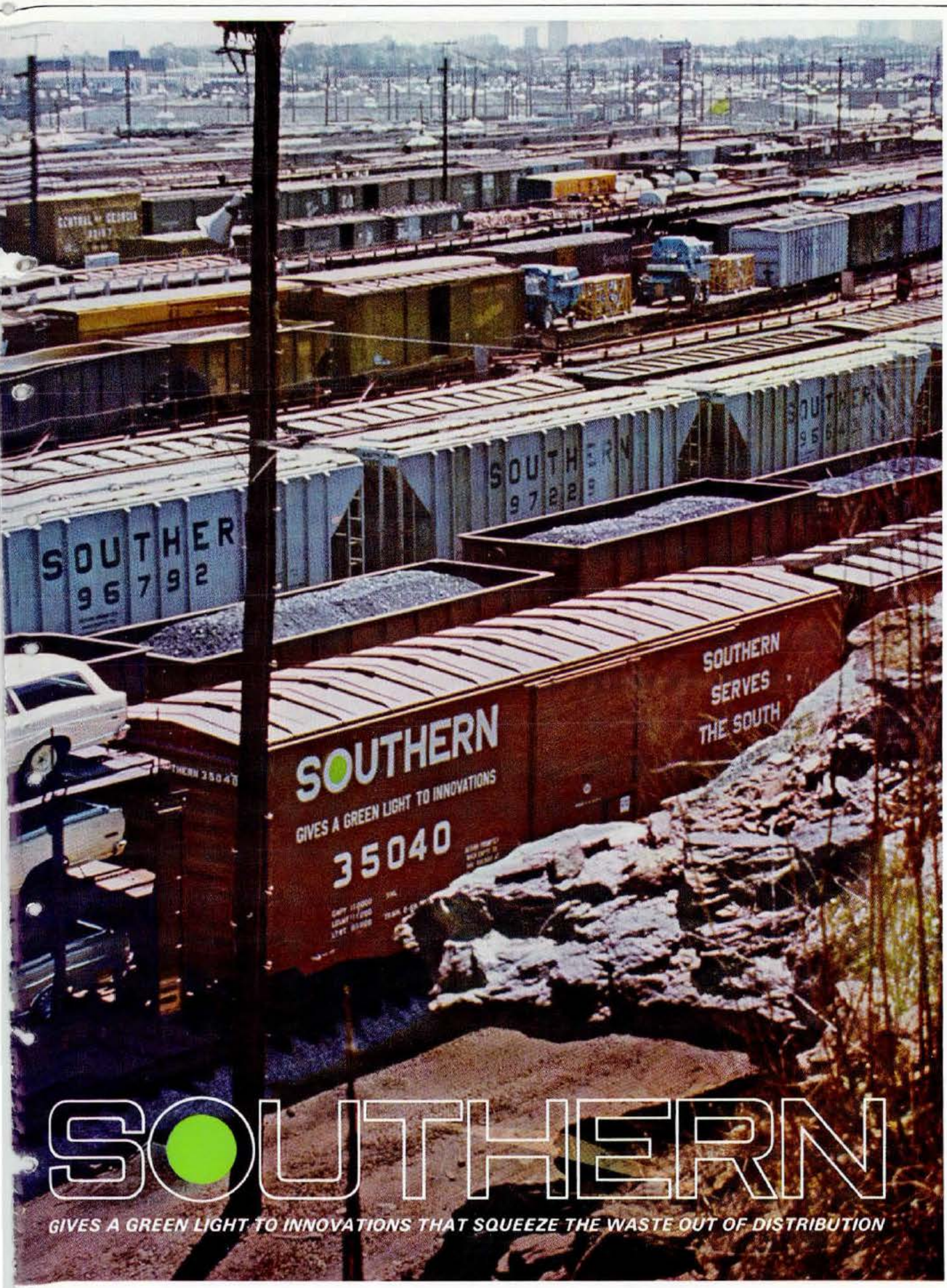
That's $1½ million a week!

To improve your service, we've bought 75 new locomotives. Plus 5,300 new cars (over half of them boxcars, the rest specialized, high-capacity types). Plus 7,900 cars — mostly boxcars — remanufactured to meet modern requirements. Plus 650 new rail-highway containers and trailers.

This brings our fleet to nearly 72,000 versatile freight-carrying units. It's one of the most modern fleets in the country.

Our goal: the right equipment when you need it. To move your shipments swiftly and economically . . . and help you squeeze more waste out of distribution. Southern Railway System, Washington, D. C.

SOUTHERN RAILWAY SERVES THE SOUTH
SR
LOOK AHEAD · LOOK SOUTH


SOUTHERN
GIVES A GREEN LIGHT TO INNOVATIONS
35040
SOUTHERN
SERVES
THE SOUTH
SOUTHERN
GIVES A GREEN LIGHT TO INNOVATIONS THAT SQUEEZE THE WASTE OUT OF DISTRIBUTION

In Equipment for Piggyback . . .
REALCO STANDS FOR SERVICE!

Operated by REAL SERVICES, INC., a service subsidiary of REALCO, the new trailer repair facility at the Atlanta rail yards is within five minutes of major piggyback ramps in Atlanta . . . provides fast, expert trailer repairs for Members of The National Railroad Trailer Pool.

REPAIRS . . .

Because Pool trailers are repaired and rolling again within a few hours, Members and their shipper customers enjoy the lowest downtime and highest availability factors in the piggyback industry. Many damages are repaired on the spot by the men of the REALCO Mobile Service Unit Fleet. The exclusive Trailer Damage Protection Program absorbs up to $150 for off-car damage regardless of where the repair takes place and without additional cost to Members . . . for the lifetime of the trailer. REALCO trailer repair facilities are fully stocked, equipped and staffed to serve as an important link in carrying out this program now, and as the Pool continues to expand. Also, 342 affiliated or contract garages and service facilities are available for repairs.

MAINTENANCE . . .

To keep the 13,000 Pool Trailers on line and on the go, REALCO carries on a program of maintenance, directed and supervised by regional field maintenance personnel situated where the need for action is...through affiliated and contract service facilities, and the national fleet of company owned Mobile Service Units. Regular maintenance and service are provided at each point of trailer assignment, and at points of movement concentration.

TIRES . . .

Under its exclusive Full Service Program, REALCO arranges for repairs or replacement on any REALCO trailer at no additional cost to Members. REALCO maintains a stock of spare tires at over forty locations . . . absorbs *all* the costs of tires for the entire lifetime of every trailer in the fleet.

IN PIGGYBACK TODAY, *REALCO* SETS THE PACE WITH FULL SERVICE PROGRAM FOR MEMBERS OF THE NATIONAL RAILROAD TRAILER POOL!

Railroads find that REALCO service multiplies the inherent advantages of piggyback . . . because, in the Pool, they receive more real services from REALCO on a nationwide scale than anyone else provides.
REALCO reinvests corporate profits into permanent repair facilities, staffed by full-time experts in trailer care.
REALCO constantly adds to its Mobile Service Unit Fleet, bringing on-the-spot service and repair to damaged trailers in railroad terminals.
In other words, REALCO is totally committed to SERVICE, and spells it out *in writing for every Member!* REALCO invests in quality equipment, then *keeps it that way.*

Phone for Service!

Service is our business. All that a Member has to do is telephone when REALCO trailers are damaged. Then REALCO people move swiftly, from repair bids on through final inspection. It all adds up to REAL SERVICE.

REALCO®

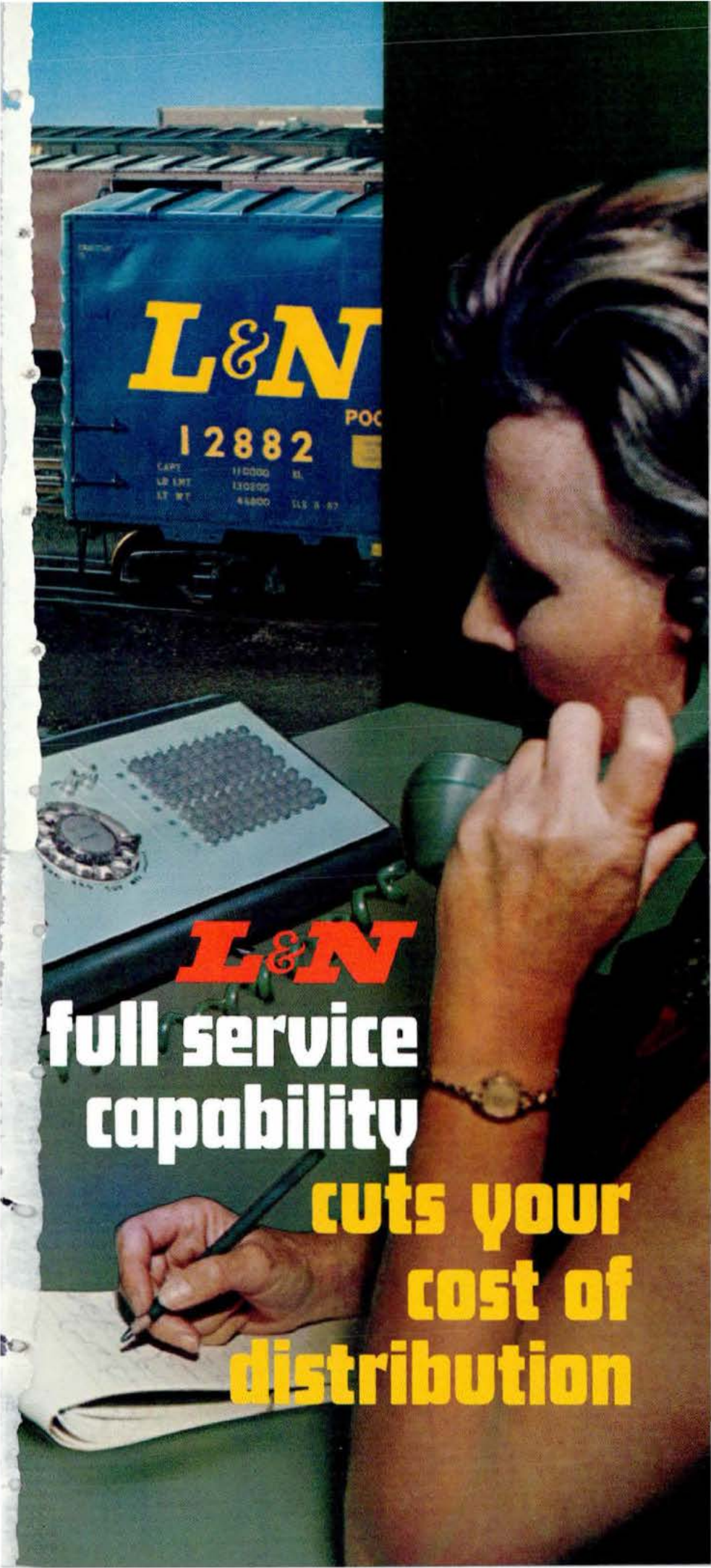
Serving THE NATIONAL RAILROAD TRAILER POOL

REGIONAL OFFICES:

ATLANTA, GA. 30309, 1409 PEACHTREE ST., N.E., (404) 892-7454
CHICAGO, ILL. 60606, 222 W. ADAMS ST., (312) 332-5567
NEWARK, N.J. 07102, 1180 RAYMOND BLVD., (201) 642-4110
SAN FRANCISCO, CALIF. 94105, 681 MARKET ST., (415) 391-7523

HEADQUARTERS:

CHICAGO, ILL. 60607, 433 W. HARRISON ST.


L&N
12882
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full service
capability
cuts your
cost of
distribution

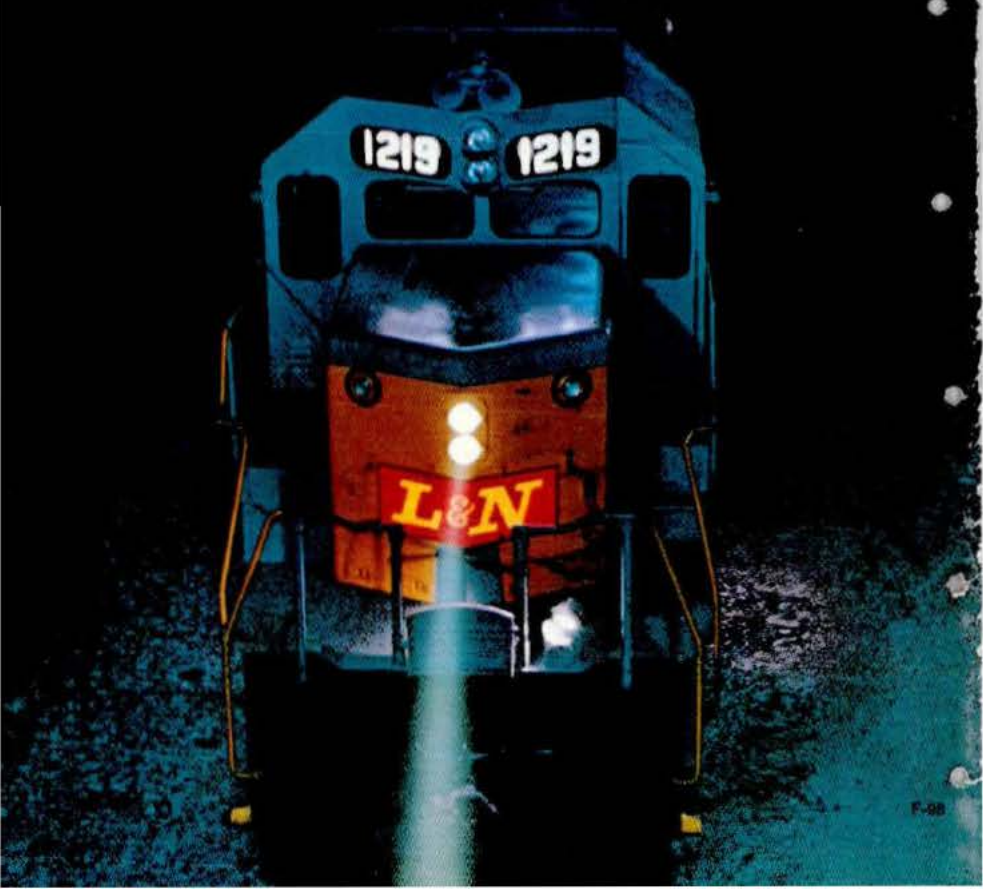
L&N

Flexible Rate Making ...the key to new market distribution!

A whole new way of railroading is underway at L&N. One important phase is FLEXIBLE RATE MAKING □ Many factors affect the rates for distribution of your products and often, after a talk with the L&N Traffic Service Representative, rates can be tailored to suit your demands. New product classifications, heavier loading, bulk incentive, transit shipments, use of special equipment and costed rates can give you the advantages you require. Talk it over with your L&N man, today □

L&N

LOUISVILLE AND NASHVILLE RAILROAD



F-98

T-O-F-C cuts costs for this shipper

(Continued from page 34)

proper cooperation among the shippers, the railroads and the consignees. A sense of responsibility at destination also helps and the drayage companies usually are very conscious of the costs if detention fees are levied, and avoid them wherever possible. The railroads must cooperate with dependable schedules. These need not necessarily be ultra-fast, so far as we are concerned, but they must be dependable. For example, we could adjust our operations to a reliable six-day schedule to Cleveland much easier than work on an unreliable four-day schedule.

Q. Have you returned anything to the railroads that formerly went by truck, other than in piggyback service?

A. We have. Several of our customers stock our pipe, permitting a movement in which speed is not particularly essential. Until some five years ago, all such business went by truck, as there was a rate differential of about $70 per car in favor of the truck lines. Then the railroads put in new rates and began to supply us with bulkhead flat cars with chain binders. As soon as they became competitive from a rate standpoint with trucks, we turned a lot of business back to them and more and more of this has been turned back as more of this type of equipment has become available. When we want speed on such movements, though, we put the pipe on trailers, either piggyback or over the road, mostly the former.

Q. What about rate changes?

A. Truck rates have gone up twice recently, while piggyback rates have remained virtually static, so we've saved quite a bit of money by using the latter mode of transportation. It seems to me that, because of labor union pressure, truck rates will continue their upward climb and we'll ship more and more by rail.

Q. You say you also manufacture steel pipe. Does much of this move by rail?

A. Unfortunately, no. Steel pipe is usually sold in 65-ft lengths, which cannot be handled by the railroads economically because of minimum weights and other factors. When shipping this by highway carrier it's a nuisance, since we have to get permits and go through other expensive proceedings before the traffic can move at all. We would gladly turn this over to the railroads if they were competitive from a rate standpoint and could handle this long pipe, but, as of now, they don't and can't. There's quite a large movement of this steel pipe for oil shipments in Texas, etc., but we haven't had much luck in shipping it by rail.

Q. Isn't there some way you and the railroads could work this out?

A. Not with the 65-ft lengths. However, the railroads have offered some very attractive rates on steel pipe of 40-ft lengths. I've passed this information along to our sales people so that, if possible, they may take advantage of such rates on this shorter pipe. If they can convince the buyers that 40-ft lengths are desirable, quite a bit of this business would go back to the rails. ■

wherever you ship...

to JAPAN for instance

Go to any port... any terminal... any freight yard... anywhere in the world... you'll see ICS containers lowering total distribution costs for ICS pool participants.

In Japan you'll find Kamigumi Company the exclusive ICS depot agent. One of the oldest and largest firms of its type in Japan, its principal depots, fully equipped to handle intermodal containers, are located in Tokyo-Yokohama, Osaka-Kobe, and Nagoya port areas... with over 100 inland consolidating points.

ICS offers an intermodal container pooling service to the transport industry anywhere in the world.

FOR FURTHER INFORMATION—WRITE—WIRE—TELEX—PHONE

INTEGRATED CONTAINER SERVICE, INC.

230 PARK AVENUE, NEW YORK, NEW YORK 10017

Phone (212) 684-5132 – TELEX 12-6040

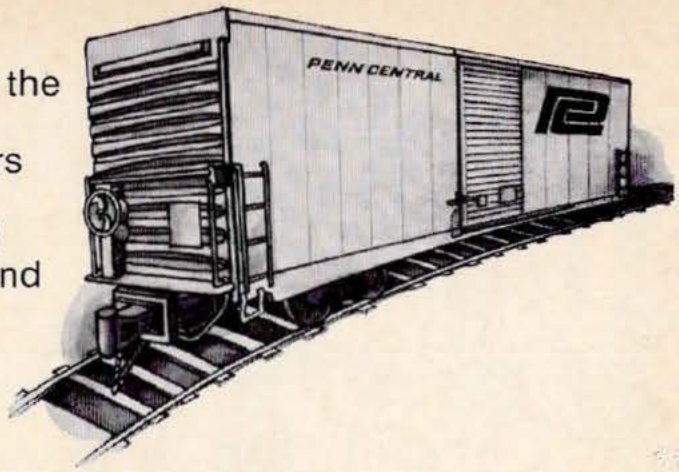
CHICAGO 327 South LaSalle St.
SAN FRANCISCO 601 California St.
LONDON Kings House, Haymarket
GHENT Vogelmarkt 1
MILAN Via Fabio Filzi 27
PARIS 168 bis Rue Cardinet
STOCKHOLM Skeppsbron 16
HAMBURG Katharinenstrasse 33

Circle 26 on coupon page 52

Penn Central introduces the first total distribution program for the appliance industry.

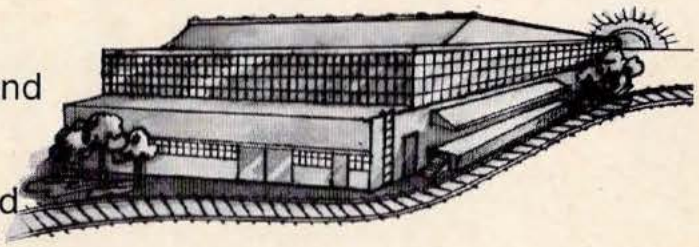
New 60-foot High-cube Cars.

These new cars are capable of carrying more than twice as many appliances as the standard 40-foot cars. They eliminate manual handling. With 10-foot wide doors and Air-Pak bulkheads they save up to 75% in loading and unloading time and expense. And cushioned underframes and Air-Pak bulkheads virtually eliminate transportation damage.



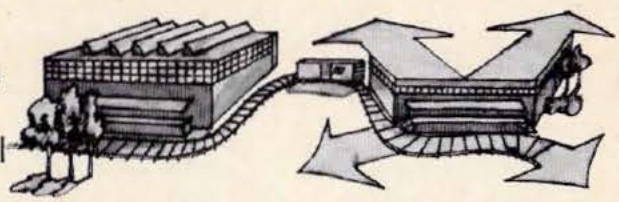
New Warehousing Concept.

Manufacturers' strategically placed distribution centers reduce inventory and speed the delivery of merchandise. Manufacturers will be able to provide distributors and dealers with improved service and quick availability of a wide variety of products.



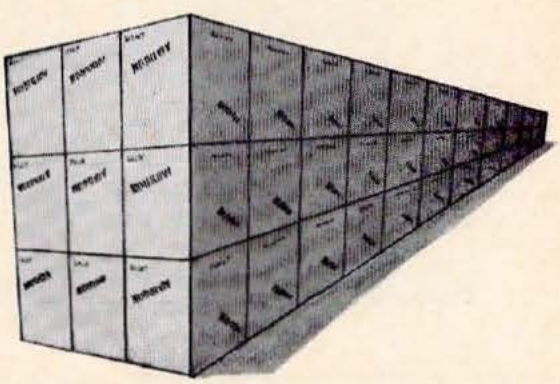
New Streamlined Rail Service.

With this new Penn Central concept comes a more efficient service. Appliances from the production line now move fast to central distribution points. This means improved merchandise turnover.



New Lower-per-unit Rates.

New point-to-point freight rates mean lower-per-unit costs in transporting products to the market place. Savings will run about 10 to 15% depending upon the commodity involved. And this new structure covers all appliances uniformly, thus making a simplified tariff.



Penn Central's new, more efficient distribution program for the appliance industry is just one example of the way our marketing specialists are responding to the nation's distribution challenges.

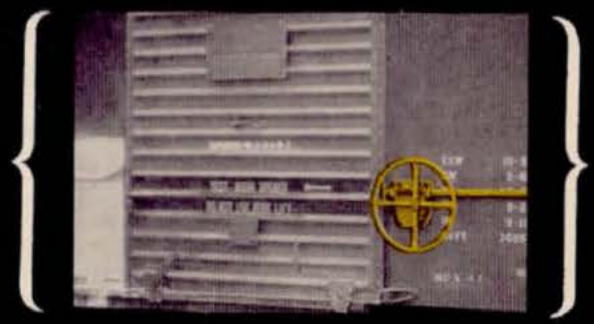
Our approach involves evaluation of the product, the industry, and the market place. Through creative systems analysis, we formulate the best solutions for your problems of distribution. And the careful research we've directed to appliances can be applied to any industry. In summary—what we do in this new strategy of creative marketing is put together a program of competitive service and sound rates combined with imaginative equipment design.

We're ready to accept your challenge.

PENN CENTRAL

Circle 27 on coupon page 52

HENNESSY'S
OPEN DOOR
POLICY



INSURES CAR AVAILABILITY

(No Door Repairs Mean Less Costly Downtime!)

HENNESSY PRODUCTS

"NOW THERE'S AN EASIER WAY"

HENNESSY PRODUCTS, INC.
Box 420 / Chambersburg, Penna.

Circle 28 on coupon page 52

INDUSTRIAL TRAFFIC

D. J. Stark & Associates, Inc., distribution and traffic consultants, have opened an office in Chicago. **Eugene Landis** is president. Mr. Landis was formerly assistant vice president of distribution, **International Minerals & Chemical Corp.**

Alex Hunter, traffic manager—rates, **American Smelting & Refining Co.,** New York, has been promoted to traffic manager—services, succeeding **Norman S. Lowndes,** who has retired after 38 years of service. **Charles W. Kane** has been promoted to succeed Mr. Hunter. Before joining Asarco in 1960, Mr. Kane served in the General Traffic Department, **Erie** (now Erie Lackawanna).

Leonard C. Schaffel, chain traffic administrator, **Food Fair Stores, Inc.,** has been promoted to the newly created position of director of transportation, Philadelphia.

Alfred F. Piazza, manager freight traffic sales, eastern territory, **United Fruit Co.,** has been appointed director of freight traffic sales, New Orleans. **Hugh Filson** has been named freight traffic manager, Southern Division; **Rudolf W. Wendt,** assistant to general manager freight and passenger department; and **Dick C. Shirling,** freight traffic manager—rates, New Orleans.

S. Ray Adkins has been appointed to the newly created position of manager of distribution planning, **Boise Cascade Corp.,** Boise, Idaho.

George Katsafouros has been named eastern traffic manager, **Weyerhaeuser Co.,** Chicago, succeeding **B. M. Fischer,** resigned.

Edwin P. Wintle has been appointed traffic manager, **Lone Star Cement Corp.,** New York.

Kevin B. Doyle has been promoted to manager of transportation, **Falconbridge Nickel Mines Limited,** Toronto, Ont., Can.

R. L. Schoening has been promoted to assistant general traffic manager—rates, **Union Camp Corp.,** New York. Due to a printer's error in RA, May 26, p. 49, Mr. Schoening's new title was reported as assistant traffic manager—rates.

DIVIDENDS DECLARED

KANSAS CITY SOUTHERN.—4% Preferred, 25¢, quarterly, paid June 16 to holders of record June 30.

PITTSBURGH & LAKE ERIE.—$1.50, quarterly, payable July 15 to holders of record June 27.

SOO LINE.—$1, payable July 25 to holders of record July 11.

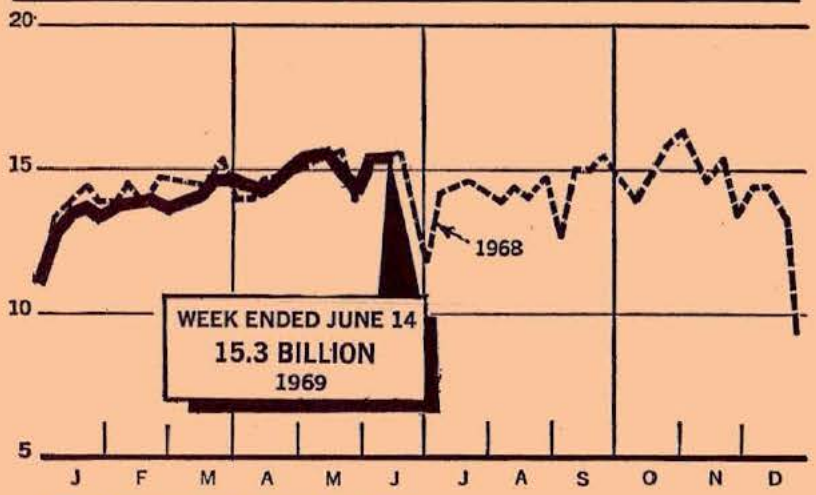
UNION PACIFIC.—50¢, quarterly, payable July 1 to holders of record May 20.

WESTERN MARYLAND.—7% Preferred, 70¢, quarterly; 5% preferred, 15¢ quarterly; common, 40¢, quarterly, all payable June 30 to holders of record June 17.

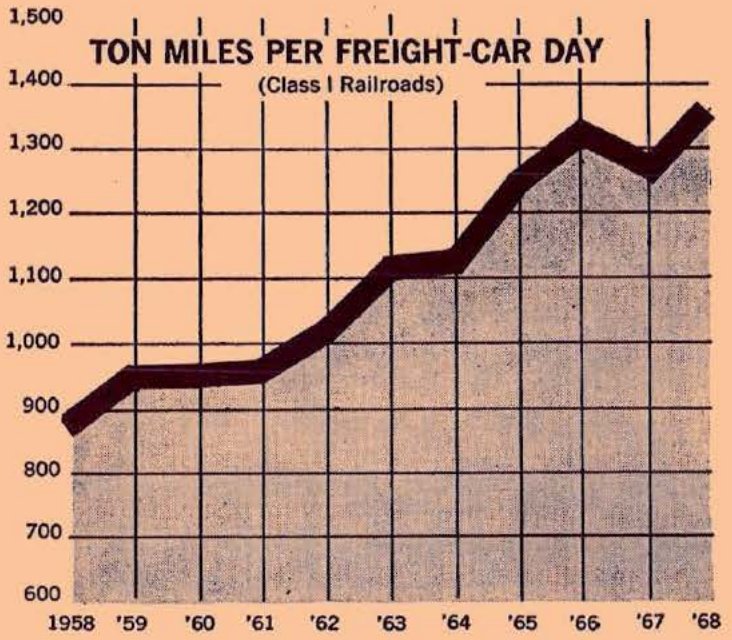
WHEELING & LAKE ERIE.—$1.43¾, quarterly, payable Aug. 1 to holders of record July 3.

RAIL FREIGHT TRAFFIC TRENDS

BILLION TON-MILES (Estimated)



Source: Association of American Railroads

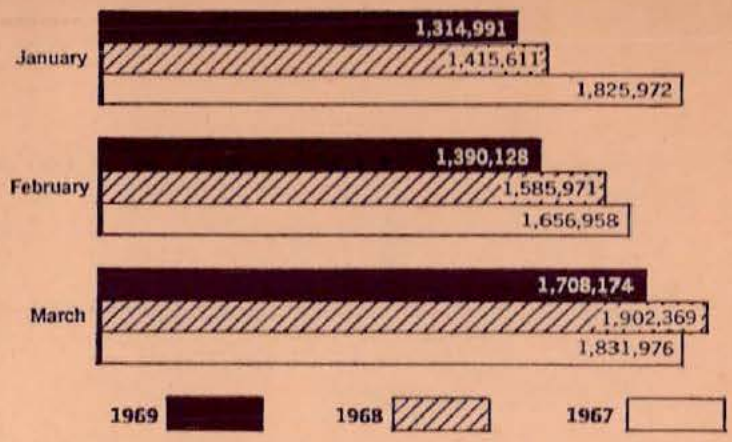


Source: Economics and Finance Dept., AAR.

Current Statistics

Net income, Class I roads	
Three months, 1969	$ 97,000,000
Three months, 1968	$111,650,113
New freight cars on order	
May 1, 1969	47,208
May 1, 1968	20,314
New freight cars delivered	
4 mos., 1969	21,565
4 mos., 1968	21,957
Serviceable cars	
May 1, 1969	1,375,709
May 1, 1968	1,398,772

MILES PER HOTBOX SETOFF
(FIRST QUARTER 1969, 1968 AND 1967)



Source: Operations and Maintenance Dept., Mechanical Division, AAR.

SHIPMENTS OF RAILROAD STEEL PRODUCTS
(APRIL AND FOUR MONTHS 1969)

	NET TONS			
	April	Per Cent Change*	Four Months	Per Cent Change*
Rails, trackwork and equipment	111,816	+16.4	428,950	+12.7
Freight and passenger cars and locomotives	231,364	+22.4	819,779	+7.4
Street railways and rapid transit systems	2,487	−65.8	12,507	−39.7

*Per cent change compares 1969 periods with like 1968 periods.
Source: American Iron and Steel Institute.

ESTIMATED RAILROAD GROSS CAPITAL EXPENDITURES—1969*
(compared with actual 1968 expenditures)

	Second quarter 1969	Full year 1969	Full year 1968
For road			
Eastern district	$ 17,677	$ 57,315	$ 54,125
Southern district	12,174	53,927	34,432
Western district	40,941	154,675	118,397
Total road	**70,792**	**265,917**	**206,953**
For equipment			
Eastern district	63,799	216,767	158,048
Southern district	34,509	166,787	111,633
Western district	132,477	449,359	316,713
Total equipment	**230,785**	**832,913**	**586,394**
Totals by district			
Eastern district	81,476	274,082	212,172
Southern district	46,683	220,714	146,065
Western district	173,418	604,034	435,110
GRAND TOTAL	**301,577**	**1,098,830**	**793,347**

*Figures in thousands. Because of rounding, figures do not necessarily add to totals.
Source: Bureau of Economics, ICC.

MARKET OUTLOOK

CARLOADINGS

Loadings of revenue freight in the week ended June 21 totaled 560,998 cars, the Association of American Railroads announced on June 26. This was a decrease of 10,695 cars, or 1.9%, compared with the previous week, a decrease of 37,441 cars, or 6.3%, compared with the corresponding week last year; and a decrease of 4,431 cars, or 0.8%, compared with the equivalent 1967 week. Ton-miles generated by carloadings in the week ended June 21 are estimated at 15.0 billion, a decrease of 2.9% below the corresponding week of 1968, and 5.8% above the 1967 week.

REVENUE FREIGHT CARLOADINGS

Commodity	June 14 week	Preceding week	Per cent change
Grain	28,182	24,699	+14.1
Farm products	14,957	14,465	+ 3.4
Metallic ores	52,069	51,370	+ 1.4
Coal	97,146	109,572	−11.3
Crushed stone, gravel & sand	35 307	34,769	+ 1.5
Nonmetallic minerals	10,998	11,247	− 2.2
Grain mill products	20,222	18,978	+ 6.6
Food & kindred products	23,257	22,461	+ 3.5
Primary forest products	26,558	25,825	+ 2.8
Lumber & wood products (except furniture)	16,382	15,717	+ 4.2
Pulp, paper & allied products	24,963	25,153	− 0.7
Chemicals & allied products	28,630	28,042	+ 2.1
Petroleum products	11,703	11,410	+ 2.6
Stone, clay & glass products	23,388	22,584	+ 3.6
Coke	8,053	8,842	− 8.9
Metals & products	29,733	30,159	− 1.4
Motor vehicles & equipment	25,317	23,065	+ 9.8
Waste & scrap materials	15,550	13,831	+12.4
Forwarder & shipper assn. traffic	7,578	6,694	+13.2
All other carloads	69,579	69,267	+ 0.5
LCL traffic	2,101	1,965	+ 6.9
Total cars loaded	571,693	570,115	+ 0.3

CUMULATIVE TOTAL, 24 WEEKS	1969	1968	1967
	2,790,379	12,834,612	12,931,458

PIGGYBACK CARLOADINGS

U. S. piggyback loadings for the week ended June 14 totaled 26,191 cars, carrying 43,929 trailers, compared with 26,707 cars, carrying 43,604 trailers, in the corresponding 1968. week. Loadings for 1969 up to June 14 totaled 609,643 cars, carrying 1,001,725 trailers, compared with 597,503 cars, carrying 966,696 trailers, in the corresponding period of 1968.

IN CANADA

Cumulative	Revenue Cars Loaded	Total cars Rec'd from Connections
May 31, 1969	1,513,825	528,135
May 31, 1968	1,513,029	525,684

FREIGHT-TRAIN CARS

● *CP Rail.*—Ordered 290 new cars at a cost of $4,775,000. Marine Industries will build 250 70-ton bulkhead flat cars to be used primarily for hauling lumber in British Columbia. Delivery is scheduled for next September. Davie Shipbuilding will build 40 100-ton steel covered hopper cars for transporting nickel concentrates in liquid form. Delivery is to begin in August and to be completed by mid-October.

● *Grand Trunk Western.*—Will acquire 239 new freight cars under leasing arrangements. Evans Products will build 100 100-ton coil-steel cars for immediate delivery; Greenville Steel Car will build 77 70-ton high cube box cars for October-November delivery; ACF will build 62 100-ton, 60-ft, 9-in. box cars equipped with cushioning devices, for January 1970 delivery.

● *Louisville & Nashville.*—Directors have authorized purchase of 370 new freight cars at an approximate cost of $5,800,000. Included are 350 high-cubic-foot-capacity covered hopper cars and 20 open-top, 7,000-cu-ft-capacity woodchip hopper cars. The covered hoppers will augment the L&N fleet for movement of grain and other bulk commodities, some of which will originate in the area served by the newly acquired portion of the Chicago & Eastern Illinois between Evansville, Ind., and Chicago. The open-top hoppers will transport woodchips to new paper, pulp and paper products plants in the Ohio Valley and other portions of the railroad.

● *Trailer Train.*—Ordered 40 89-ft. 4-in. standard level cars from Bethlehem Steel. New cars ordered by TTX since Jan. 1 now total 3,131. As of June 9, TTX had 51,699 cars in service or on order.

LOCOMOTIVES

● *Grand Trunk Western.*—Ordered nine 3,000-hp SD40 diesel-electric units from EMD for delivery in January 1970.

NEW FACILITIES

● *New York City Transit Authority.*—Ordered 1,100 highly specialized two-way radios from General Electric's Mobile Radio Dept. at a cost of more than $3,000,000. The radios will improve the safety and efficiency of the New York subway system. A total of 980 radios described as Porta-Mobils will be installed in train cabs. An additional 100 units will be hand-held personal portable units specifically designed by GE for use by transit police, supervisors and maintenance personnel.

YOU OUGHT TO KNOW

Great Northern may acquire Montana Western

Great Northern plans to file with the ICC for authority to acquire the Montana Western Railway, which operates 20 miles of line between Conrad and Valier, Mont. MW, which connects with GN near Conrad, had previously petitioned the Commission for permission to abandon. GN says its purchase will be conditioned upon the Montana regulatory commission's approval of a plan to extend the railroad's motor carrier rights to permit handling of LCL to and from Valier by truck. GN would continue to provide carload freight service over the MW route.

Salt Lake City gets transport feasibility grant

A $48,756 grant has been awarded to Salt Lake City for a study to explore the feasibility of a transportation center. In making the announcement, DOT Secretary John A. Volpe said that Salt Lake City officials "are attempting to provide a link between intercity and the intracity buses with the airlines and railroads through a transportation center that will service all of them." The Federal grant will be matched with a local contribution of $24,380 bringing the total to $73,136.

Van Arsdell heads Western Railway Club for 1969-70

S. G. Van Arsdell, Jr., assistant vice president and director of materials for Chicago & North Western, is the new president of the 1,700-member Western Railway Club. Vice presidents for the 1969-70 year will be H. F. Davenport, vice president-passenger services, Illinois Central; D. V. Sartore, chief engineer, Burlington; and John A. Burnett, director of purchases and stores, Rock Island.

AAR to conduct an anti-L&D seminar

The AAR Research Center in Chicago will be the scene of a seminar on the "Proper Preparation of Freight for Shipment and the Loading and Bracing of Freight in Cars." The seminar will be held July 29, 30 and 31. Enrollment may be made by application to the Director, AAR Freight Loss and Damage Section, 59 E. Van Buren St., Chicago, Ill. 60605. Enrollment will be limited to 30 persons, on a first-come, first-served basis. There will be no registration fee.

Union Tank Car: Now call it Trans Union Corp.

With formation of a holding company and adoption of a new corporate identification, 78-year-old Union Tank Car now has a structure and a name more accurately reflecting the broadened scope of its activities. The Union Tank Car name will continue to be used for the company's leasing operations—but the corporation itself will be known as Trans Union Corp. Once almost solely dependent upon tank-car leasing, the company now has major operations in land development, refinery maintenance, industrial fasteners, credit service and water treatment and pollution control.

New York helps $10-million container port

With New York City's financial support, Northeast Marine Terminal Co., Inc. will build a $10-million container and breakbulk cargo facility in Brooklyn. The project calls for Northeast to lease 50 additional acres (it presently leases 20 from the city), including 30 on landfill, and build three containership berths and one general cargo berth.

Airport trains for Detroit to be studied

Is it feasible to operate trains between downtown Detroit and the Detroit-Metropolitan Wayne County Airport over existing tracks of the Norfolk & Western? A $60,000 study by the Southeastern Michigan Transportation Authority (SEMTA), partly financed by a Department of Transportation grant, will seek to find the answer to this and other questions.

James R. Cary
C&O-B&O

Paul E. Brammer
C&O-B&O

Robert H. Abbott
C&O-B&O

C. W. Biggs
IC

C. J. Dominique
IC

Leslie S. Imbery
IC

PEOPLE IN THE NEWS

CHESAPEAKE & OHIO—BALTIMORE & OHIO.—James R. Cary, assistant general manager, Northern Region, Detroit, promoted to general manager, Chicago Terminals, succeeding **Paul E. Brammer,** promoted to general manager—operations planning, Baltimore (RA, June 9/16, p. 39). **Robert H. Abbott,** director of operations services, named general manager—operations services, with headquarters as before at Baltimore.

ILLINOIS CENTRAL.—A group has been established within the Marketing Department to serve the metals and machinery industries. **C. W. Biggs,** manager metals and machinery, heads the new group which is headquartered in Chicago.

Charles J. Dominique, director data processing, advanced to the newly created position of director management services. Mr. Dominique's successor is **Leslie S. Imbery,** formerly manager data operations, **Milwaukee,** Chicago.

ILLINOIS CENTRAL INDUSTRIES.—William T. Kelly, Jr. elected vice chairman. Mr. Kelly is chairman and chief executive officer, **Abex Corp.**

LOUISVILLE & NASHVILLE.—Gerald L. Nichols appointed senior industrial engineer.

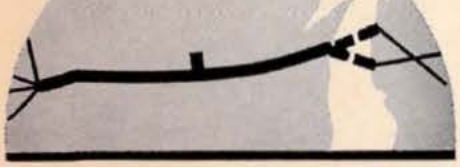
James J. Walsh, district freight agent, Chicago, named general agent there.

James K. Gloster, engineer, maintenance of way, Louisville, named administrative engineer there. Mr. Gloster's successor is **Charles L. Gatton,** assistant to chief engineer, **K. J. Ludwig,** general manager, industrial development, appointed division engineer, Louisville division, to replace **M. A. McGee,** named assistant to the superintendent of that division.

PENN CENTRAL.—Le Roy S. Strohl, regional engineer, maintenance of way, Syracuse, N.Y., named chief regional engineer, Western Region, Chicago, to succeed **R. H. Smith,** transferred to the Southern Region, Indianapolis.

Ralph P. Wille, manager—property accounting, Philadelphia, named regional comptroller, Western Region, Chicago, succeeding **Thomas J. Powers,** resigned.

Save a day the Green Bay Way!



Here's a fast, direct East-West route offering you seven connections. You by-pass congested cities and terminal delays. Frequent, all-weather train ferry movement across Lake Michigan.

GREEN BAY ROUTE

GREEN BAY AND WESTERN RAILROAD

Circle 29 on coupon page 52

NEW! GLASBORD® RIB PANELS HIGHLY IMPACT & ABRASION RESISTANT

This all new GLASBORD RIB PANEL is a versatile configuration—precision molded to provide maximum panel strength and a superior surface finish. The configuration is the convolute type as shown by the illustration, and features an easy-to-seal lap joint for simplified installation.

The ribs of the GLASBORD PANEL are wide with plenty of load-holding surface. They are properly spaced for adequate air circulation, yet close enough to hold back even small cartons. These wide ribs with well rounded corners prevent damage to hanging meat carcasses, and easily deflect glancing blows from pallets and fork lifts.

Steam cleaning and immediate cooling to subzero temperatures have no adverse effect on GLASBORD RIB PANELS.

A variety of lengths and widths is available.

ASK FOR BULLETIN 69.

kemlite

KEMLITE CORPORATION
Dept. RA
P. O. Box 429, Joliet, Illinois 60434

Circle 30 on coupon page 52

"Making changes for the shippers"

(Continued from page 29)

two did the same for MoPac at their yards.

MoPac also established a plan in the St. Louis gateway in which all traffic with certain connecting lines having sufficient volume was held and classified, making sure that the cars moved at least once every 24 hours. Continuing to refine the plan, the cooperating roads then began blocking cars within a block according to specific designations on the receiving line.

After pre-blocking according to designations on a connecting road, what's next? PC and Union Pacific, which do not connect directly, have a pre-blocking arrangement with one another. Under this particular agreement, PC's Elkhart Yard pre-blocks for UP, and this block may be delivered by either C&NW or the Milwaukee Road.

● **Pre-block by industry.** MoPac and T&P have a train—No. 61—which really shows how far railroads can go with pre-blocking. This train is pre-blocked for the receiving road, SP; it is further refined to include blocks for specific designations—and it is arranged according to industries along a part of the SP. Classified in Fort Worth, this train is handled by SP to California from El Paso.

These corporation arrangements, which can cut deeply into terminal delays, are blossoming almost everywhere. Because of one such arrangement, the residents of Houston are seeing a train arrive on SP with half the locomotive consist bearing L&N markings. This train, with the other half of the power consist bearing SP markings, originates in Birmingham, Ala. Picking up other pre-blocked cars in Montgomery and Mobile, also in Alabama, it speeds on to New Orleans.

However, instead of stopping there, this train, after dropping off blocks destined for New Orleans itself or for the SP at New Orleans, picks up other pre-blocked cars destined for Houston-and-beyond. Ignoring the imaginary terminal barrier, the train passes out of L&N territory into SP territory, and scurries on to Houston. Meanwhile, a counterpart is coming eastbound for L&N terminals.

Aside from improving service to shippers, improved terminal procedures and development of methods for eliminating delays are producing other benefits. First of all, the speedier service is a means of making more cars available for shippers. Of course, the faster cars are handled, the less the per diem.

● **Ultimate goal: Better service.** But, for shipper-conscious railroads, the principle benefit derived from improved terminal procedures has to be improved service. Although some of the roads have come a long way in a short period of time in the development of cooperative plans to speed loading-dock-to-unloading-dock deliveries of cars, there is still a long way to go. And, while terminal and yard operations are benefitting from new thinking and new technology, they can still be plagued by some of the age-old problems of railroading—delays in switching, inspecting, servicing, assembly.

New development like TRAIN and Automatic Car Identification are expected to give both over-the-road and terminal operations a big boost once they become operational. New yard facilities are going into service or into construction at a quickening pace—among them UP's Bailey Yard at North Platte, Neb.; Santa Fe's Argentine Yard at Kansas City; a new Burlington facility at Kansas City; PC's Perlman Yard at Albany and another new plant set for Columbus, Ohio.

Over-all, it appears that shippers can't expect anything other than improved service as time goes on. ■

REQUEST FOR BIDS BY THE RICHMOND, FREDERICKSBURG AND POTOMAC RAILROAD COMPANY
CONTRACT NO. 3-1969

The Richmond, Fredericksburg and Potomac Railroad Company hereby invites bids for lease from it of conventional railroad freight cars (e. g., box cars, hopper cars, etc.), costing an aggregate of not more than $16,000,000, to be built by various manufacturers pursuant to the specifications of the one or more successful bidders and delivered before March 1, 1970. Bidders must have binding and assignable purchase orders that will qualify for investment tax credit treatment. Bids may be for the full amount or part thereof, but for not less than $4,000,000 cost of equipment, and will be appraised separately and in the aggregate. At bidder's option, consideration will be given to all or part of the amount tendered. Such lease or leases will be for a term of 15 years, and the rental will be payable semi-annually and quoted in terms of a percentage of the purchase price as finally determined, as indicated in the bid papers.

The cars will be purchased by RF&P, or a nominee, and will be leased to the successful bidder or bidders under one or more leases The Form of Bid and the draft of lease form may be obtained from J. J. Newbauer, Jr., Treasurer, RF&P R. Co., Broad Street Station, Richmond, Virginia 23220.

Bids should be submitted in duplicate on forms provided by the RF&P and delivered to RF&P on or before 12:00 Noon, Richmond time, July 8, 1969. Bids will be opened by Mr. J. T. Rice or Mr. J. J. Newbauer, Jr., at 2:00 p.m. Bids will be accepted contingent on RF&P obtaining suitable financing and a favorable opinion of tax counsel. The right is reserved to reject any and all bids, for any reason, including the style and specifications of the cars. Notice of acceptance or rejection of bids will be mailed to bidders as promptly as possible but within 7 days.

RICHMOND, FREDERICKSBURG AND POTOMAC RAILROAD COMPANY

By J. J. Newbauer, Jr.
Treasurer

Dated at
Richmond, Virginia
June 12, 1969.

HERE'S HOW THE
RAILWAY EDUCATIONAL BUREAU
can help you cut costs in your railroad's Mechanical Department

The Bureau will simplify your problems of training apprentices and upgrading the skills of journeymen, through home-study courses.

The result is better trained, more efficient workers. You are relieved of the headaches of administering a training program. And the cost is far lower than if you created and conducted such courses yourself, because the Bureau serves nearly a score of railroads in formal training programs, plus many individual railroad employees. Thus the expense is shared.

The lessons furnished to your employees were written by railroad men. Active railroad mechanical department supervisors work in their spare time for the Bureau to grade students' papers, giving personalized advice as needed. The employer-railroad gets monthly reports of each student's individual progress.

To take advantage of the Bureau's program that has been serving American railroads for more than 50 years, just mail the coupon. We'll send you detailed information. No obligation.

RAILWAY EDUCATIONAL BUREAU
1809 Capitol Ave., Omaha, Neb. 68102

Send full information on the home study course that I have checked:
☐ Apprentice Training ☐ Car Main. & Insp. ☐ Loco. Elec. Equip. Main.
☐ Loco. Mech. Equip. Main. ☐ Loco. Engineer Training ☐ Supervision

Name_____
Address_____
City, State, ZIP_____
Railroad_____
Job title_____

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Engineer-Party Chief

Permanent position with rapidly expanding transit system in Boston, Mass. Must have experience in U.S. or Canadian track or highway layout and diesel.

Be capable of supervising survey party engaged in all types of survey work.

No travel required.

Starting salary $12,280 and after 6 months $13,250.

Excellent fringe benefits. Send resume to:

Mr. John P. Kennedy
Manager of Employment,
Massachusetts Bay Transportation Authority,
500 Arborway,
Jamaica Plains, Boston, Mass. 02130.

USABLE SECOND-HAND RAILROAD CAR REPAIR PARTS
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VIEWPOINT

Passenger trains—A look at some facts

There are many things that might be said about the "California Zephyr." It's a fine train, one of America's few remaining glamor trains. It offers scenery that just doesn't stop. It's been described as a unique national asset. But its financial record more resembles the national debt.

Twice before, the Interstate Commerce Commission has considered proposals which would have dismembered the "CZ" and thereby killed it off. Twice before, the Commission has said "Keep it running." The evidence has proved that all three "CZ" roads—Burlington, Rio Grande and Western Pacific—are incurring worsening out-of-pocket deficits from the train's operation. The Commission hasn't denied this. It has made the suggestion, however, that perhaps the railroads just haven't tried hard enough.

Try harder? It has a hollow ring. The Commission—or anybody else seriously interested in passenger-train operations—might want to consider a few points:

— Fare experiments have been a washout. Higher fares lost business; lower fares didn't produce enough additional business to bring an improvement in total revenues.

— Efforts to get a helping hand from the operating brotherhoods have failed, thus far. In March, Burlington served Section 6 notices on the ops. Burlington proposed that the nine engine-crew districts and the six train-crew districts on the 1,000-mile Chicago-Denver run be consolidated into three districts. Under present rules, the longest engine-crew run on the timecard is 162 miles, covered in two and a half hours. The shortest run is 55 miles, covered in 50 minutes. The three districts Burlington proposed would have involved running times of no more than six hours and 20 minutes. Pay would have been adjusted. Engineers and conductors were to get $60 and trainmen $50 for each run. Says Eldon Martin, CB&Q's senior vice president: "The unions have shown no enthusiasm whatsoever for this proposal."

— Stepped-up promotion hasn't worked. The "CZ" roads tried a sales contest among travel agents. They backed it up with sharp increases in advertising budgets. Invitations to participate in the contest were sent to 3,000 travel agents—all of them members of the Rail Travel Promotion Agency. The response was enough to make a strong man weep. Only 434 agents decided to try. Of the 434, only 55 eventually submitted evidence of "CZ" ticket sales. And, Burlington's Martin ruefully adds: "The total ticket sales of the 55 agents who entered the contest were $31,845—or less than the out-of-pocket cost of one round-trip of the train."

BURLINGTON COULD SAVE $450,000—IF . . .

Other equally grim footnotes could be added to the record. For instance, Burlington might be able to save close to $450,000 if the brotherhoods would agree to new work rules. But Burlington alone had an out-of-pocket loss of about $1.8 million on "CZ" last year, and the furrow is being plowed even deeper in 1969. Then, there's the question of equipment. "CZ" is getting old. Replacement could cost $30 million, maybe more.

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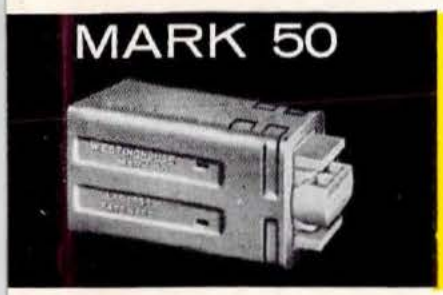

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Circle 3 on coupon page 52